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Japan Enacts a Plan to Answer U.S. Complaints on Trade Gap

By John Burgess
Washington Post Service

TOKYO — The government, in a move to head off protectionist legislation by the U.S. Congress, approved a three-year plan Tuesday to encourage foreign sales in Japan.

The plan includes tariff cuts, a simplification of import procedures and standards, and other measures to promote imports.

Its broad outlines were already known, but the government disclosed new details Tuesday, including a firm commitment to begin cutting tariffs on imported plywood in April 1987 and a willingness to end all tariffs on computer parts.

Japanese officials said the new aspects would demonstrate further that Japan was serious about addressing trade tensions with the United States.

Prime Minister Yasuhiro Nakasone, citing his determination to "wipe away" foreign criticism that Japan is unfair in trade, reiterated that the country must increase its imports and stimulate consumption at home.

Citing heavy budget deficits, Mr. Nakasone ruled out increased public spending to increase the demand for goods and services. But he said that in September the government would begin studying ways to stimulate economic activity through tax reform. Monetary policy and devaluation could also be used, he said.

In Washington, the United States reacted cautiously to the announcement, saying that the new trade program appeared to have long-term benefits but might not resolve immediate problems in the U.S.-Japanese trade relationship. The Associated Press reported. The chairman of the Senate Commerce Committee said the plan's worth would be proved when more American goods began to be sold in Japan.

A U.S. official in Tokyo called the new measures a positive step for the long term. "They won't make a difference tomorrow, but over the next several years they will," he said.

Mr. Nakasone spoke in a nationally televised press conference after



Yasuhiro Nakasone

Japan's economy is headed toward a significant slowdown, a new study finds. Page 13.

The U.S. merchandise trade deficit and the trade deficit with Japan both increased. Page 9.

his government approved the trade program.

"This will mean a major change in the Japanese nation's way of thinking and love of domestic products," he said.

He declined to estimate what the plan would mean in dollar terms for Japan's trade surplus, which reached \$37 billion with the United States last year. But he said the amount would be "substantial."

Mr. Nakasone said that the government had begun studying ways to raise demand for goods and services at home. Leaders of the ruling Liberal Democratic Party favor such a step, which would mark a modification of Japan's traditional stress on high savings and low consumption.

American officials have previously praised the proposal, on the assumption that it would help correct trade imbalances by leading Japanese to buy more from abroad

and put fewer resources into exports.

Mr. Nakasone said that the government would not apply any additional formal restraints or surcharges on Japanese exports but would continue to pursue "orderly marketing," a term by which the Japanese mean informal restraints by individual companies so as not to severely disrupt trading partners' economies.

Mr. Nakasone's appeal Tuesday for more imports follows one that he made on national television in April. Japan has experienced a flurry of import fairs and company announcements of foreign purchases since then. But officials here are not able to offer any statistical evidence that the Japanese have become more open to foreign goods.

In fact, Japanese imports from the United States declined marginally in the first six months of this year, while exports to the United States continued to rise.

U.S. Reserves Judgment

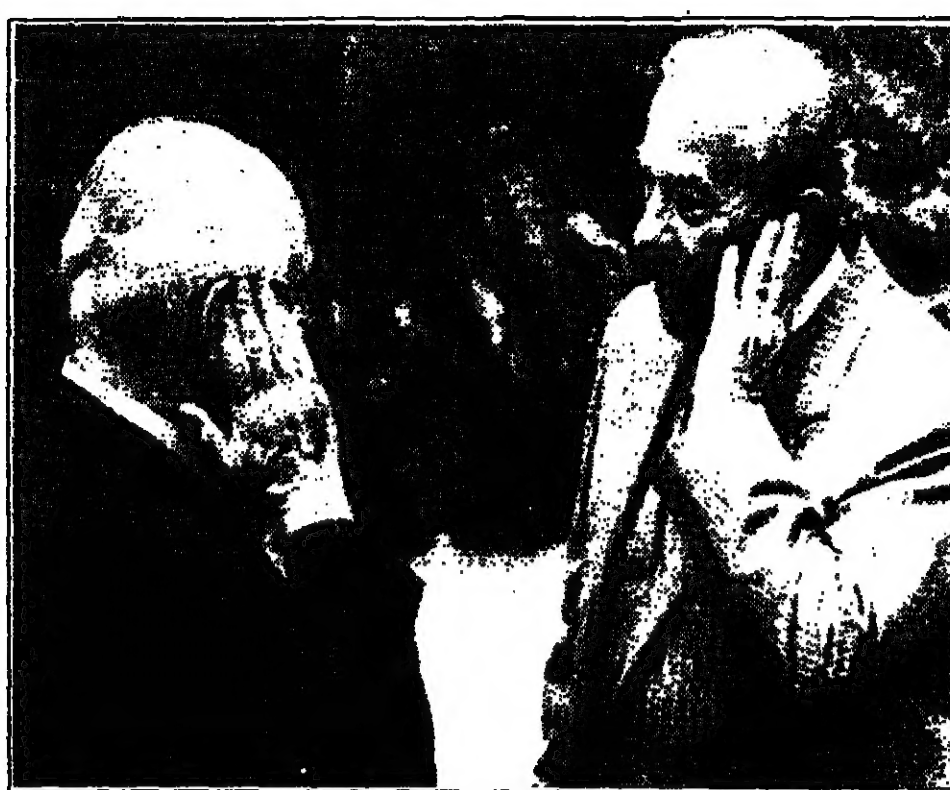
The White House spokesman, Larry Speakes, announced the cautious U.S. reaction Tuesday in Washington.

"It is difficult to determine from the announcement whether the program will remove the bulk of these barriers in a timely fashion," The Associated Press quoted him as saying. "So we must reserve judgment until the effect of the program on our exports is realized."

"While a long-term effort is welcome, earlier implementation would help resolve crucial trade problems confronting us today," he said.

John C. Danforth, the chairman of the Senate Commerce, Science and Transportation Committee, said that the plan was suspect until more American products began to be sold in Japan. "We've heard great-sounding words before," United Press International quoted him as having said.

Mr. Danforth, Republican of Missouri, was speaking on a television news program. He said that the United States should realize that Japan's products are not as good as those of the United States and that country failed to remove trade barriers.



Secretary of State George P. Shultz and the Soviet ambassador to Washington, Anatoli F. Dobrynin, adopt similar body language as they converse in Helsinki before the conference.

Pre-Summit Mood: U.S. and Soviet Engage in Duel of Thrust and Parry

By Hedrick Smith
New York Times Service

WASHINGTON — The Soviet Union's announcement that it would halt nuclear testing from Aug. 6 until the end of the year is seen by U.S. officials as the latest in a pattern of moves by Mikhail S. Gorbachev to put pressure on President Ronald Reagan before their November meeting.

The United States has sought to deflect the Soviet moves and to take its own initiatives to try to keep Moscow on the defensive.

This has produced almost a Ping-Pong rhythm to public pronouncements by the two sides that specialists expect to continue through the summer and fall.

The Soviet proposal Monday for a moratorium on nuclear testing was matched by Mr. Reagan's invitation for Moscow to send observers to a U.S. underground nuclear test.

At each important turn, the United States has reacted quickly to avoid being outflanked. Signs of Soviet flexibility on arms control

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Helsinki Forum Reflects Soviet, U.S. Divergence

By Henry Tanner
International Herald Tribune

HELSINKI — Eduard A. Shevardnadze, the new Soviet foreign minister, and Secretary of State George P. Shultz of the United States offered conflicting views Tuesday on the subject they were commemorating: the signing 10 years ago of the Helsinki accords on European security, cooperation and human rights.

Observers nevertheless discerned some positive developments Tuesday.

Mr. Shevardnadze and Mr. Shultz, despite the bluntness of their language, went out of the way not to close doors on future U.S.-Soviet discussions.

Both referred in hopeful terms to the scheduled meeting in November between Ronald Reagan and Mikhail S. Gorbachev in Geneva.

Both made it clear that their governments attached great importance to the meeting.

European diplomats said that they were encouraged that the Russians and the Americans have brought some of their top negotiators to the Helsinki talks.

The U.S. delegation was changed at the last moment to include Paul H. Nitze, the U.S. administration's senior adviser on arms control, and Max M. Kampelman, the chief U.S. negotiator on space and defensive arms at the Geneva talks.

As recently as late last week it was not intended to make the two men part of the delegation, sources said.

The Soviet delegation included two leading disarmament negotiators. One is Yuri A. Kvititskiy, an ambassador-at-large who was the chief Soviet negotiator at talks on limiting medium-range missiles in Europe.

The other is N. N. Detsinov, who was listed as a member of the Soviet delegation to Geneva.

Mr. Shevardnadze, who was making his first public speech in the West as foreign minister, repeated many of the allegations of his predecessor, Andrei A. Gromyko.

He accused the United States of deploying first-strike nuclear missiles in West Europe, of violating treaties limiting strategic offensive arms and anti-ballistic missile systems, and of being determined to go through with its Strategic Defense Initiative "by whatever means."

He said that the Reagan administration was reluctant to negotiate in a "businesslike manner" at the Geneva arms talks.

He asserted that unnamed "reactionist" forces in the West were "attempting to question" the territorial agreements made at Yalta and Potsdam that set the postwar borders of Europe.

He warned that "if someone counts on negotiating with the Soviet Union from a 'position of strength' he should abandon such an illusion."

Mr. Shultz, in his speech 20 minutes later, did not respond to the Soviet statements, but detailed what he called specifics in the realm of human rights.

He named more than 20 cases, including those of the Nobel laureate in physics, Andrei D. Sakharov, Yuri F. Orlov and Anatoli B. Shcharansky, who have suffered persecution. Mr. Shultz cited these as evidence that the Soviet Union not only had failed to live up to the human rights commitments it accepted in 1975 but also that the rights situation in the Soviet Union has worsened.

Mr. Shultz and Mr. Shevardnadze were to meet privately at least once Wednesday.

The composition of their delegations

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No Sales Yet In U.S. Farm Exports Plan

By Ward Sinclair
Washington Post Service

WASHINGTON — The Reagan administration's program to subsidize U.S. farm exports by giving away surplus government commodities has produced no final sales agreements after two months of operation, but Agriculture Department officials say it is too early to consider the program dead.

Under pressure from members of Congress from agricultural states to reverse the drop in farm exports, Agriculture Secretary John R. Block announced in May that up to \$2 billion in government-owned surpluses would be used to bolster sales.

The announcement caused controversy when Mr. Block said that the subsidized sales, although contrary to the administration's trade policies, would be targeted on markets that the United States had lost to what he called its competitors' unfair trading practices.

The first subsidized sale was offered to Algeria, formerly a major buyer of American wheat, but the Algerians have not responded with tender offers. Algeria now relies on the European Community for much of its wheat, which is available at a lower cost because of the EC's export subsidies.

A second subsidized sale of wheat flour to Egypt is planned, but details are not final. Egypt is another former major buyer of American wheat that now gets about 70 percent of its supplies from the EC.

"The process is very much under way," said Daniel G. Amstutz, undersecretary of agriculture for international affairs and commodity programs, "but one thing that has slipped through the cracks in all this is that these offers are for a 12-month period."

"We did not expect people to rush out and buy right away," Mr. Amstutz said. "We'd love for them to announce tenders five minutes after we offer one of these initiatives, but remember, this is a buyer's market for these products."

He predicted that Egypt would announce a tender offer for wheat flour within the next few weeks, which likely will be the first test of the subsidy program.

"We're expecting some tenders fairly soon," said Paul Green, an official of the Millers National Federation, who was in Cairo last week. "Buyers have reacted positively. This is a complicated program, but we think it will work for

(Continued on Page 3, Col. 6)



Konstantin U. Chernenko with Leonid I. Brezhnev at 1979 talks in Vienna.

Soviet Mystery: Why Chernenko After Andropov?

By Dusko Doder
Washington Post Service

MOSCOW — Precisely why and how Konstantin U. Chernenko was selected to succeed Yuri V. Andropov as Soviet leader is still a mystery. When the choice was announced Feb. 13, 1984, it came as a jolt to much of the nation.

The next day a physically exhausted Chernenko faced the nation from the Lenin Mausoleum, presiding over the Andropov rites.

First impressions often become lasting images, and in Chernenko's case these were devastatingly negative. As the Spassky Tower bells signaled noon and the new leader seemed not quite sure how to proceed, the voice of Foreign Minister Andrei A. Gromyko was clearly heard over the loudspeakers.

"Don't take off your hat," he said, turning toward Chernenko.

The new leader looked to his left, got an approving nod from a fellow Politburo member, Viktor V. Grishin, and began to read his speech. One could see his breath in the freezing cold. It was the shallow breath of a man with a respiratory problem. His voice lacked firmness. He slurred his words, and one often could not make out where his sentences began and ended.

Next was Mr. Gromyko, whose eulogy was a masterpiece. He seemed truly to mourn Andropov, as did the following speaker, Defense Minister Dmitri F. Ustinov.

It was the picture of these two powerful figures, who spoke forcefully and appeared physically far more vigorous than Chernenko, although he was a few years younger than they, that made the new leader appear a feeble and indecisive old man surrounded by party barons.

It is difficult to overestimate the importance of style and instincts a general secretary of the

Soviet Communist Party brings with him to the office. The office itself is not only the center of action in the system, it is everything.

These early impressions of Chernenko, however, turned out in some ways to be unjustified. Less than a year after taking over, for example, Chernenko almost single-handedly engineered a

crucial shift in Soviet policy toward the United States. He brought Moscow back to the nuclear arms negotiations at Geneva that Andropov had ordered Soviet delegates to walk out on late in 1983.

It would be difficult to imagine a truly indecisive and feeble man rising to membership in the Soviet Politburo, let alone aspiring to become the country's leader.

For nearly three decades, Chernenko had served as the closest aide to Leonid I. Brezhnev. He knew all the secrets and saw all papers and documents before they came to Brezhnev's desk. During Brezhnev's last, ailing years, it was Chernenko who in effect ran the country.

People who knew Chernenko described him as a man of above average intelligence with a talent for organization and a mastery of technical details. Even his detractors concede that he was an efficient administrator with whom they liked to deal on business more than with any other member of Brezhnev's entourage.

Yet his mind, for all its clarity, was conver-

sional, in the traditional mold of a successful party bureaucrat. He was, as a senior Soviet official put it privately, "a tremendously average man" who had risen too high. What propelled him forward also held him back once he assumed supreme power. He was a victim of his background, sharing Brezhnev's ideas and style.

Chernenko also inherited Brezhnev's constituency and was unquestionably its standard bearer in the Kremlin council.

The most likely explanation for Chernenko's elevation was that Andropov, during his brief tenure, had shaken up the country to such an extent that the party bureaucracy might have had second thoughts about whether they really wanted so strong and forceful a figure, and so disturbing a challenge to the certainty of their existence. For most of them, this theory holds, Andropov's challenge seemed too exciting and they yearned to fall back to the familiar, safe Chernenko.

Much of the Soviet elite was hoping that the job would go to Mikhail S. Gorbachev, then 33, the youngest Politburo member, who had obviously been groomed by Andropov for the leadership.

When the old guard opted for Chernenko, that was the lowest point in the protracted transition crisis.

Everything seemed stacked against Chernenko. The widespread sense of depression and gloom, which was all-pervasive during the next few weeks, was summed up by a writer.

"I can tell you this as a Russian writer, I honestly feel hurt in my national dignity," he said in private. "I love my country. I'm proud of it. I am not a dissident, but I do not want such a man to be at the head of our country." The sheer

(Continued on Page 5, Col. 1)

Industrial Dream Fading, 3d World Revives Farms

By Nicholas D. Kristof
New York Times Service

NEW YORK — Rising above the splendid beaches and swarming markets in the West African capital of Lome, Togo, are a steel mill, an oil refinery, a 36-story luxury hotel, and a ceramics and brick factory. A patina of rust and disillusionment begrades these dreams of past decades: The oil refinery is closed, the steel mill has been leased to an American, the hotel is mostly empty and the factory no longer makes ceramics.

Similar "white elephants" loom over the poverty in dozens of other cities around the world, from the Philippines to Poland, from Argentina to Zambia. Erected in the last few decades, they are monuments to an era in which developing nations aspired to replicate at least the forms of industrial societies, to catch up with the West by building industries to free themselves from the indignity of supplying the raw materials that other nations refined.

That era appears to have ended. Today the watchword of development is not industrialization, as it was in the 1950s, 60s and 70s, but agriculture. In financial ministries around much of the world, in ivory towers from Beijing to Boston, and in Washington, development strategies have been turned upside down. Old ideas have become widely discredited.

Farmers, not industrial tycoons, are seen now as the pivotal figures who can help pull their

countries from the mire of indigence. And although prices of wheat, sugar and other agricultural products are sorely depressed on world markets, many experts say they represent the greatest hope for the Third World.

"There has been a tremendous and historic shift," said Walt W. Rostow, whose 1960 book, "The Stages of Economic Growth," became the bible of development for its description of how countries generally evolve from traditional agriculture to modern industry. "You have the drama of India exporting grain to the Soviet Union, and the same thing is happening in China. The world is spreading. You can't cheat the farmers."

Luke J. Newmanshik, the finance minister of Zambia, agreed. "Certainly there has been a shift," he said. "I speak of my country, but I think also in many parts of Africa there has been this shift of emphasis. We want agriculture to come to the fore."

The new-born agricultural fundamentalism is a far cry from the strategy of industrialization that was heralded in the postwar years as the escape from poverty.

Not only the developing countries, but also the United States, Western Europe and the Soviet Union encouraged this view, aiming millions of dollars in aid to finance vast prestige projects such as dams and power plants intended to assist the new industries. And economists from the London School of Economics and elsewhere roamed the Third World, bearing the

gospel of industrialization.

Today most economists, including such doyens as Mr. Rostow and John Kenneth Galbraith, say that they emphasized agriculture all along. Indeed, no economist or statesman ever said that agriculture was unimportant, but in practice it tended to be overlooked in the rush to industrialize. A rare economist who became a scholar for agriculture was Theodore W. Schultz of the University of Chicago, who in 1979 won the Nobel Memorial Prize in Economic Sciences.

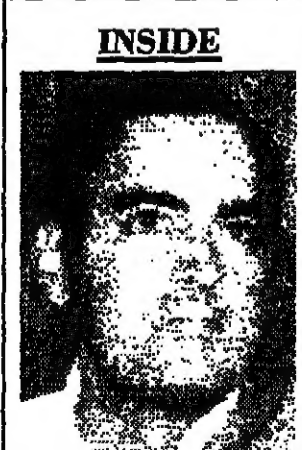
"Most of the poor countries were being advised by the rich countries, and also from within, that the best way to achieve economic growth was rapid industrialization, if need be at the expense of agriculture," he recalled. "It turned out in country after country to be a disaster."

The ramifications of the new changes could be immense. Shifting development strategies—particularly when that involves raising food prices to stimulate farm production—can generate riots or coups. In April, for example, the Sudanese government was overthrown after it raised the price of the round bread called *ash* that is sold on every street corner in Khartoum.

But there are also wider international implications. With increased resources devoted to agriculture in most of the Third World and Eastern Europe, more countries are able to feed themselves, or even to export their agricultural products, such as grain.

This cuts into traditional markets of America.

(Continued on Page 13, Col. 4)



Prime Minister Rajiv Gandhi reached his historic accord with the Sikhs by skill, compromise and luck. Page 2.

U.S. shuttle astronauts faced new problems with their astronomy experiments. Page 3.

British government has announced final plans for selling its remaining British PLC shares. Page 8.

Syrians Send 42 Tanks To Back Beirut Shiites

By Nora Boustany
Washington Post Service

BEIRUT — Syria delivered at least 42 Soviet-made T-54 tanks to Beirut on Tuesday, apparently for the Lebanese Army's 6th Brigade and the Shiite Muslim militia Amal.

It was the first time Syrian tanks had returned to the Lebanese capital since Syrian troops were evacuated in the summer of 1982 after the Israeli invasion. The arrival of the tanks dramatically altered the balance of power among Lebanon's Muslim militias and between Muslims and Christians.

Witnesses saw at least 42 of the vintage tanks, a model used in combat in the Middle East, Angola, Vietnam and in fighting toward Beirut's southern suburbs from the Druze-held coastal town of Damur.

The Christian-controlled Voice of Lebanon said that 46 of a contingent of 50 tanks had reached Beirut to help back a security plan for the city.

Dr. Zuheir Berri, an adviser to the Amal leader Nabih Berri, confirmed that the tanks were to assist in carrying out the Syrian-sponsored security measures. He said that the supplies were for the Lebanese Army's 6th Brigade and that Amal helped transport them.

Amal's military branch said that some of the tanks had moved from the Bekaa Valley to Beirut and that most were within the city. It said that the tanks would be used in the "gathering of heavy weapons" and noted that they had been entrusted to the 6th Brigade.

The 6th Brigade, composed mainly of Shiite soldiers and officers, has been poorly equipped compared to the more polished Christian brigades deployed in eastern Beirut.

The 6th Brigade and the Shiite mainstream Amal movement have worked closely since February 1984, when Syrian-backed Muslim forces overpowered Christian-led army units and took control of the Muslim half of the Lebanese capital.

India's Sikh Accord: Skill, Risks, Compromise (and Luck)

By Steven R. Weisman

New York Times Service

NEW DELHI — Luck, political maneuvering and willingness to take risks all helped produce the historic accord that Prime Minister Rajiv Gandhi and Sikh political leaders reached last week.

But these same factors also point to the delicacy of the agreement, the difficulties that lie ahead and the dangers of further agitation and bloodshed.

A high aide to Mr. Gandhi said Monday that the mood around the

NEWS ANALYSIS

prime minister since the accord has been euphoric. The agreement was his biggest triumph since the election victory last December.

The agreement was seen by his aides as vindication of Mr. Gandhi's conciliatory attitude and his determination to settle what he called the No. 1 domestic problem.

The accord, which was formally approved by mainstream Sikh political leaders on Friday, led to a formal declaration by the Sikhs that they would end agitation for greater control in the Punjab, their home state.

The accord includes a change in the boundaries to give Sikhs more power, more lenient treatment for Sikhs arrested in rioting and referral of several issues to judicial panels.

The accord has gained widespread acceptance among Sikhs and Hindus, but key groups continue to reject it, charging that it does not satisfy their demands for autonomy in Punjab, relief for victims of anti-Sikh rioting and leniency for those arrested in a crackdown on Sikhs.

The critics include only the most militant Sikhs, who are believed to have been responsible for much terrorism in the last three years.

But even if the radicals are isolated politically by the moderates, as many expect, they might disrupt the drive to restore stability.

Some officials fear that raids and arrests to suppress the radicals could rekindle Sikh bitterness.

"We will not allow anybody to disturb the peace at this stage," said Arjun Singh, governor of Punjab and the principal negotiator of the accord.

The story of how Mr. Gandhi negotiated an agreement offers a glimpse into the influence of politics, principle and public attitudes in India.

In the view of most experts, the prime minister was able to make a breakthrough because the public grew weary of violence.

Troops Intervene at Temple

The Associated Press

AMRITSAR, India — Paramilitary forces entered the Golden Temple complex here Tuesday to disperse Sikh moderates and militants who were battling with rocks, swords and gunfire. Dozens of people were reported injured.

At least 50 shots were fired by rival activists before the violence was stopped, city police said. Authorities arrested 62 Sikhs, all identified as members of the militant wing of the Sikh political party, Akali Dal, police officials said.

The militants object to the recent peace accord with the central government, signed by a moderate Sikh leader. Sikhs have been agitating for greater autonomy from the central government.

Troops were reported still inside the temple complex, guarding a party faction meeting called by the moderate leader, Harchand Singh Longowal. Mr. Longowal had called a meeting of district party chiefs inside the temple complex to get support for the agreement with Prime Minister Rajiv Gandhi. The meeting began under heavy police guard after the disturbances were quelled.

The clash flared when a bodyguard of Mr. Longowal fired shots in the air to disperse militant youths who surrounded the elderly leader's car as it approached the main temple hall.

Last fall, after Prime Minister Indira Gandhi was assassinated and two Sikh security guards were charged, a cry for vengeance erupted and thousands of Sikhs were killed by mobs in New Delhi and across much of northern India.

By contrast, recent bombings in New Delhi and the crash of the Air India Boeing 747 into the Atlantic, believed by many to be the work of Sikhs, brought revulsion.

Mr. Gandhi thus found he could act with more latitude toward Sikhs, bolstered by his election less than two months after the death of his mother.

In the election campaign, for example, Mr. Gandhi repeatedly identified himself with the cause of national unity, declaring that the Sikh party's platform was secessionist. But in the accord worked out last week, he simply accepted Sikh assurances that it was not.

Until recently, Mr. Gandhi's aides said, the prime minister was frustrated by the absence of a moderate voice among the Sikh leaders. Even Harchand Singh Longowal, the 57-year-old preacher and president of Akali Dal, the main Sikh party, praised the men accused of killing Mrs. Gandhi.

Political commentators now say that these and other statements by Mr. Longowal were an attempt to establish credibility among the more militant Sikhs so he could assume the role of negotiator.

A turning point came in May, when a leader of the radicals tried to gain control of the fractious Sikh party. Mr. Longowal threatened to resign and won a renewed vote of confidence.

The next month, when Sikhs marked what they called Genocide Week, commemorating the first anniversary of the army raid on the Golden Temple in Amritsar, their holiest shrine, the demonstrations were notably peaceful.

Aides to Mr. Gandhi said this was the signal he was waiting for to begin talks.

To reach Mr. Longowal, the prime minister tapped a respected confidant and politician rather than a bureaucrat. Arjun Singh, who is not a Sikh, gained credibility as governor of Punjab by scolding newspapers for reports of atrocities against Sikhs and acting to compensate the victims.

While Mr. Singh began making secret contact, the potential deal was sweetened by the largest that only a prime minister can offer.

Mr. Gandhi agreed that the Punjab would receive no smaller a share of vital river waters than it does now and might receive a larger share. Punjab would also have sole control over the sleek new capital of Chandigarh instead of sharing it with Haryana.

In addition, Punjab's boundaries would change to increase its proportion of Sikhs. Finally, Mr. Gandhi offered legislation to let Mr. Longowal and his allies eventually take more control over the revenues and resources of Sikh temples.

At the same time, Mr. Gandhi displayed a firmness, perhaps even ruthlessness, in demanding that his Congress Party allies go along.

For example, the chief minister of Haryana opposed the loss of Chandigarh to the Punjab. But the official had recently been the focus of corruption charges, and Mr. Gandhi was reportedly not above using this as leverage.

The prime minister still faces a balancing act to put the accord into effect. He must placate allies who charge that he gave away too much and worry about the inevitable complaints from Sikhs over interpretations.

WORLD BRIEFS

Sheikh Reports Failure on Hostages

BEIRUT (WP) — Sheikh Mohammed Hussein Fadlallah, a Shiite religious leader, said in an interview Tuesday that his efforts to win the release of seven American hostages and four Frenchmen kidnapped in Beirut had been unfruitful, and he expressed fears that their fate might be beyond his control.

Sheikh Fadlallah is also believed to be the spiritual guide of the Hezbollah, or Party of God, a militant Shiite faction. He denies that he has this title or links to any faction, though he admits that he has special influence as a clerical leader.

The hostages have been presumed to be held by militant Moslem organizations. Syria has made an effort to obtain the release of the 11 and two others, a Briton and an Iranian, in the last week.

U.S., Soviet Reach Air Safety Accord

WASHINGTON (UPI) — The United States and the Soviet Union have reached a preliminary agreement to increase the safety of civilian air traffic in the North Pacific area where a Korean Air Lines jet was shot down over Soviet territory in 1983, it was announced Tuesday.

The announcement of the pact by Transportation Secretary Elizabeth Hanford Dole did not mention the KAL incident. Other officials, who asked not to be identified, said that the measure was clearly in response to the Soviet downing of the jetliner Sept. 1, 1983. All 269 people aboard were killed.

Mrs. Dole said that the agreement, which includes Japan, was reached in Tokyo on Monday. She termed it "an encouraging step toward enhancement of the safety of civil air traffic in the North Pacific region." She said when put into effect, the agreement will provide for a new communications network between air traffic control centers in Anchorage, Alaska, Tokyo and Khabarovsk, U.S.S.R.

Thatcher to Ignore Defeat on Raises

LONDON (Reuters) — Prime Minister Margaret Thatcher plans to go ahead with salary increases for leading British officials despite her Conservative government's defeat on the issue in the House of Lords, her aides said Tuesday.

In an unexpected rebuff, the Lords voted, 140-135, Monday night for a Labor Party motion condemning the proposed increases of up to 36 percent for 2,000 military leaders, judges and high civil servants. The move came while teachers were being offered 6 percent.

Mrs. Thatcher's aides said the prime minister was intent on implementing the increases to make sure that people of the highest quality remained in public service.

8 Named to Ugandan Ruling Council

NAIROBI (WP) — In his first major move to rebuild Uganda's government, Lieutenant General Tito Okello named eight members to a ruling military council Tuesday. He then flew to Tanzania for a meeting with that country's president, Julius K. Nyerere, according to the Ministry of Foreign Affairs in Dar es Salaam.

At least one of General Okello's appointees to the council, a field commander in Uganda's five-year rebel movement, turned down the job, according to a Nairobi spokesman for the National Resistance Army. Rebel leaders, with an estimated 3,000 well-armed and experienced troops, complained Tuesday that they had not been consulted in the formation of the government.

These moves came as relative calm returned to the Ugandan capital of Kampala, where nearly every store and office in the city had been looted since General Okello overthrew the government of President Milton Obote on Saturday. Pedestrians returned to the streets and some offices and shops were opened. There was, however, almost nothing in the city to buy.

Spain to Start Review on U.S. Bases

HELSINKI (Reuters) — Spain said Tuesday it wanted to start a review in October of the status of the four U.S. bases on its soil to bring them into line with the new strategic implications of Spanish membership in the North Atlantic Treaty Organization.

Foreign Minister Francisco Fernandez Ordóñez of Spain said George P. Shultz, the U.S. secretary of state, had agreed during a half-hour meeting here that officials of both countries should meet in Madrid to draw up a detailed report on the base question, but that no date had been set.

Mr. Ordóñez and Mr. Shultz are in Helsinki to attend observances of the 10th anniversary of the Helsinki accords, which began Tuesday in the Finnish capital.

For the Record

An Israeli was shot in the back and killed Tuesday as he walked in central Nablus, the authorities said. The man worked at the military governor's headquarters in the West Bank city. (WP)

President Li Xiangmin of China has finished the working portion of his 10-day U.S. tour and is relaxing in Hawaii for two days before leaving Wednesday for home. (UPI)

A bill to grant legal status to aliens now living and working illegally in the United States cleared the Senate Judiciary Committee on Tuesday by a vote of 12-4. (UPI)

Thrust and Parry for Summit

(Continued from Page 1) continuing disagreement with Beijing.

Moscow previously had agreed to revive its aid program to renovate 17 Soviet-built factories in China and build seven new ones.

"Clearly, Gorbachev is injecting new vigor and energy into Soviet diplomacy," said a U.S. official. "He is firming up Moscow's relationship with close friends in Eastern Europe and opening up a number of other relationships to put us off balance. On arms control, they want to play off sentiment in Europe and Congress to put pressure on us."

Specialists in Soviet affairs say they believe Mr. Gorbachev wants to tap the benefits of Western technology, as well as slow down or halt Mr. Reagan's space-based defense against missiles.

Jerry F. Hough, professor of political science at Duke University, says Mr. Gorbachev is subtly reorienting foreign policy away from a preoccupation with the relationship with the United States.

Describing Andrei A. Gromyko, the former foreign minister, as an advocate of a U.S.-oriented foreign policy, Professor Hough contends that his replacement is an omen of impending shifts.

He thinks the Gorbachev leadership is skeptical of the chances for achieving political accommodation and economic cooperation with the Reagan administration.

The administration's analysts are less pessimistic. They are intrigued by the hints of Soviet flexibility in the arms control field and hopeful that pressures on Mr. Gorbachev from the domestic economy will impel him toward moderation of the military buildup.

But they also see signs of a hard-core policy, especially in the more vigorous Soviet military campaign in Afghanistan, in incidents where Afghan fighter planes have penetrated Pakistani airspace pursuing Afghan rebel bands, and in stepped-up military aid to North Korea.

Nonetheless, U.S. officials believe the Soviet-U.S. competition remains the primary concern of Soviet foreign policy and that Mr. Gorbachev's early maneuvers are preliminaries to the Reagan-Gorbachev meeting.

"It looks to me as though Gorbachev is engaged in a dual-track strategy that could be designed to bring pressure on us at the summit to make important concessions on an issue like strategic defenses," a policy-making official said.

For all its protests about Soviet disingenuousness on arms control, the administration itself is quietly at work to prevent a summit meeting without substantive agreements even if the arms-control deadlock cannot be broken.

Officials have drawn comfort from the progress they reported in the talks in Tokyo between Soviet, U.S. and Japanese officials on an air-traffic agreement that would help prevent another airliner incident in the Northwest Pacific.

Were that to be achieved, it could lead to restoration of Aeroflot flights to the United States, as well as an agreement to open consulates in New York and Kiev.

This quiet diplomacy suggests that while both sides are jostling in public with rival initiatives, seeking advantage in the realm of public relations, they are privately probing for a modest accommodation.

South African Forces Are Expected To Be Ruthless in Quelling Disorders

By Charles Mohr

New York Times Service

WASHINGTON — South African security forces are reasonably well trained, professional and able and can be expected to be ruthless in trying to quell black disorders or attempts at insurrection, according to U.S. experts.

If the combined force of army troops, reserves and police have any weakness, these experts say, it may be a diminishing flow of reliable intelligence from black informants in the segregated African townships during the state of emergency declared last week. This was once a notable strength of the security forces.

Botha Criticized by U.S. For Barring Tutu Talks

By Stephen Engelberg

New York Times Service

WASHINGTON — The State Department has criticized President Pieter W. Botha of South Africa for refusing to meet with Bishop Desmond M. Tutu, declaring that the crisis faced by South Africa's white minority can be solved only through talks with black leaders.

The remarks marked the first time that the Reagan administration had directly criticized Mr. Botha's handling of the state of emergency.

In urging that the government meet with Bishop Tutu, the administration also went beyond previous statements that had not identified any particular black leaders as being appropriate for talks.

"We are disappointed that Bishop Tutu's request for a meeting has not been favorably acted upon," Charles E. Redman, a State Department spokesman, said Monday.

"We believe South Africa's internal situation is such that a meeting between the state president and important black leaders is imperative. Dialogue between the government and the nation's black leaders is the only way out of the crisis South Africa faces."

Bishop Tutu, the 1984 Nobel Peace Prize winner, was rebuffed when he called Mr. Botha and asked for an immediate meeting. Mr. Botha issued a statement that said his schedule was too heavy. It noted that Bishop Tutu was a part of a delegation of Anglicans scheduled to meet with the president Aug. 19.

A senior State Department official said that "this is a very dangerous period. What we're trying to say is, now is the time to get into bargaining with the black leadership."

Pretoria Recalls Envoy
South Africa has recalled its ambassador-designate to the United States, Herbert Rindler, for consultation. Reuters reported Tuesday night from Pretoria. A government spokesman declined to give the reason.

white South African males are members of local commandos, the word commando is of South African origin and recalls the citizen military units of the Boer Republics that fought a losing but determined war against the British at the start of the 20th century. These commando members and police reservists can be used in an extreme emergency.

"Few peoples are so besotted with history as the Afrikaners," a U.S. government official said, referring to the Afrikaans-speaking whites, who are descended from the original settlers and who have had many political and economic disputes with the somewhat smaller English-speaking group of white South Africans.

The history of the Afrikaners has "ridden on a wave of violence in which a terribly small number of Afrikaners defeated much larger numbers of blacks or British," Mr. Grundy said.

There are annual commemorations in South Africa of such events as the battle of Blood River in 1838 in which a few hundred Boers, their wagons drawn in a now politically symbolic circle, defeated many thousands of Zulu warriors.

The significance of this enduring military nostalgia, according to both official and unofficial American analysts, is that the Afrikaner-dominated South African government and its security forces are unlikely to panic under the pressure of black unrest.

"Afrikaners are likely to tell themselves, 'We gutted it out in the past, and this is no time to cut and run,'" Mr. Grundy said. Some officials at the State Department and Pentagon took an identical view.

But the same experts agreed with Mr. Grundy that the concept of a citizen army "is a nice myth which the government would like to retain, but which no longer has much reality."

Much of this is due to the increasing professionalism of the South African Army, which mostly took place when Pieter W. Botha, now the president, was defense minister from 1966 to 1980.

Under South African law, which defines the army and the police as a "single component" of the security system, almost all white males are subject to conscription. Draftees must serve two years' active duty, and about 24,000 men a year are drafted.

They are trained, led and technically supported by what is called the Permanent Force, which totaled 29,300 men in 1983. Thus, the standing army at any time is about 77,000.

But some of the Citizen Force reserves are always on duty. By law such well-trained reserves are required to serve 720 days, nearly two years, on active duty before retirement in their mid-50s.

Much like the Israeli Defense Forces, whose soldiers in any major war come primarily from the reserves, these are not marginally useful troops but the heart of the South African armed forces. In the invasion of Angola in 1975 and 1976, many of the ablest units that went farthest into Angola were Citizen Force units.

In the present crisis, as in past periods of tension, the black members of the police have increasingly had to move their families out of segregated black townships to military compounds; they cannot legally live in "white areas." They have moved because black militants have increasingly begun to attack and kill people they regard as "collaborators" or informers.



JAPANESE LANDSLIDE — Rescue workers dug through mud and rubble Tuesday for 18 persons missing since a landslide buried a retirement home in Nagano in central Japan. At least eight persons were killed when a rain-soaked mountain slope broke loose on Friday.

Soviet Dissidents Call Helsinki Pact a Failure

By Celestine Bohlen

Washington Post Service

MOSCOW — Naum Meiman still keeps a copy of the 1975 Helsinki accords in a drawer of his big wooden desk. In the same drawer he has letters dating back 10 years, appealing to Soviet officials for permission to join his daughter in emigration.

Mr. Meiman, 74, can trace with his own life the impact of the Helsinki Final Act on human rights policies in the Soviet Union. In the 10 years since it was signed, he has watched as Soviet authorities crushed his promise for change.

Mr. Meiman, a mathematician and a Jew, is a survivor of the Moscow Helsinki Watch group, formed in 1976 to monitor Soviet compliance with so-called "basket three" provisions of the Helsinki act. Only one other member of the original group is still in Moscow. The others are abroad, in prison, in labor camps or in internal exile.

Now in the apartment beside the Moscow River, where he once held news conferences to document Soviet violations of the Helsinki agreement, Mr. Meiman is left to write ever-more urgent personal letters, asking for consideration of the acute cancer of his wife, Inna, which he says can only be effectively treated in the West.

As the human rights picture darkened during the late 1970s, so did prospects for Jews such as Mr. Meiman to leave the Soviet Union.

Despite the pledges in Helsinki for making family reunification easier, that door, too, has gradually been drawing shut. Jewish emigration has dropped from a high of 51,000 in 1979 to 896 in 1984. Other ethnic groups emigrating — such as Volga Germans — have experienced a similar slowdown.

In these and other key areas of human rights, the legacy of the Helsinki accords in the Soviet Union is, on the whole, seen as a dismal one. Other countries in the Eastern bloc have had a slightly better record.

In a report on the agreement's 10th anniversary, the U.S. Helsinki Watch Committee concluded that while the situation remained grim in Eastern Europe, "the ferment in many of the countries in question has never been greater."

The efforts on behalf of human

Guerrillas Raid Kabul, Report Says

The Associated Press

ISLAMABAD, Pakistan — Afghan guerrillas launched a major attack with rockets and machine guns on the Soviet air base in Kabul over the weekend, Western sources said Tuesday.

Western diplomatic sources, who declined to be identified further, described the fighting as the heaviest in the capital in years. They said the fighting raged across the city and that Soviet forces retaliated with missiles and artillery.

Large guerrilla forces attacked Kabul airport and the adjoining Soviet air base Saturday night, and the fighting rapidly spread across the northern areas of the city, the sources said.

Islamic guerrillas are fighting the Communist government of Afghanistan, which is supported by an estimated 115,000 Soviet troops. Western reporters are banned from Afghanistan, and reports from inside the country rarely are confirmed independently.

Guerrilla forces seized hilltops overlooking the Soviet air base in Kabul shortly after dark Saturday, the sources said, opening a rocket barrage against the base and Soviet garrison buildings and raking the base with fire from heavy machine guns.

Soviet forces replied with heavy shelling and repeatedly fired salvos of missiles from multiple rocket launchers, the sources said. Kabul was rocked by machine-gun fire and exploding shells, they said, and Soviet artillery kept up a barrage for more than eight hours as fighting raged in and around the city.

At dawn, Soviet helicopter gunships were sent to try to hunt down the guerrillas and possibly launch rocket raids on nearby villages from which the guerrillas had been firing, the sources said.

The diplomatic sources had no information on or whether the guerrillas had inflicted any substantial losses on Soviet aircraft or military forces at the base.

Fighting erupted in the Afghan capital again the next night and this time spread from northern to western Kabul, the sources said. Witnesses reported that government forces used tanks to try to repulse guerrilla attacks, and Soviet forces again repeatedly fired missiles at presumed guerrilla positions, they said.

The major attack Saturday came after several minor attacks earlier in the week, including one on a Soviet military complex in which five Afghan government soldiers were killed when a rocket hit their guard house on July 23, the sources said.

Four guerrilla rockets struck or fell near the Soviet Embassy in Kabul on July 17, and rocket launchers inside the embassy complex were used to return the fire, the sources reported.

In the Panjshir Valley, the sources said, Soviet paratroopers made several attacks against guerrilla forces in the upper reaches of the valley and had driven at least one guerrilla unit out of the area.

U.S., Soviet Helsinki Statements Reflect Split

(Continued from Page 1)

tions has convinced observers that they intend to have substantive talks on arms-control matters going beyond the basically ceremonial character of the three-day conference.

Mr. Shultz and Mr. Shevardnadze were among the first six of the 35 foreign ministers who will address the anniversary session.

The Helsinki Final Act, as it is called, was signed here by 35 heads of state or government on Aug. 1, 1975. Gerald R. Ford signed for the United States and Leonid I. Brezhnev signed for the Soviet Union.

Tuesday's speeches illustrated the contrasting views that the United States and the Soviet Union

have taken of the Helsinki accords from the start.

The lengthy document adopted a year ago deals with three separate themes in three so-called "baskets" — one relating to security in Europe, the second to economic, scientific and technological cooperation, and the third to human rights.

The Russians have consistently put the greatest emphasis on European security, which they regard as political recognition of the postwar frontiers in East Europe.

The primary U.S. interest has been in the human rights provisions which, according to U.S. officials, contains a voluntary Soviet commitment to improve human

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BRIEFS

ure on Hostages
Hassan Fadlallah, a Lebanese cleric, has been released from the hands of the Israeli army. He was held by the army for several days after he was captured in the West Bank.

Air Safety Accord
The United States and the Soviet Union have signed an agreement to increase the safety of air travel. The agreement calls for the exchange of information on air safety and for the establishment of a joint committee to study air safety problems.

Defeat on Rains
The British House of Commons has rejected a bill to increase the number of members of the House. The bill was defeated by a vote of 198 to 135.

an Ruling Court
The Supreme Court of the United States has ruled that the federal government cannot sue a state without its consent. The ruling was a 5-4 decision.

ew on U.S. Base
The House of Representatives has passed a bill to limit the number of U.S. troops in South Korea. The bill would reduce the number of troops from 48,000 to 23,000.

ty for Summit
The United States and the Soviet Union have agreed to hold a summit conference in Washington, D.C. in August. The summit will be the first since 1983.

Republicans Warn Reagan Against Stand On Deficit

By David Hoffman

WASHINGTON — President Ronald Reagan refused Tuesday to reconsider his rejection of tax increases or changes in Social Security benefits, prompting Republican leaders to predict that Congress would produce a sharply scaled-down reduction in the deficit this year.

The House minority leader, Robert Michel of Illinois, said after meeting the president with other Republican legislators that Congress was "obviously" going to fall short of the original target of a \$50-billion deficit reduction this year.

Representative Michel predicted approval of a budget reducing the deficit about \$40 billion.

However, Senator Pete V. Domenici, the Senate Budget Committee chairman, said, "Any chance for this year getting a real, significant, reliable, credible deficit-reduction package is gone."

The Senate majority leader, Robert Dole of Kansas, who was critical of Mr. Reagan's decision to oppose an oil import fee and Social Security benefit delays, did not show up for the meeting with the president. He and other Senate Republicans expressed anger at Mr. Reagan's refusal to support their deficit proposals.

"I think for a while, at least," Senator Dole said, "there'll not be too many Republican senators listening to pleas from the White House on anything."

Defense Bill Delayed
The House Democratic leadership Tuesday delayed until September any floor vote on a bill authorizing Pentagon spending for the next fiscal year. The Associated Press reported.

The House speaker, Thomas P. O'Neill Jr. of Massachusetts, said that "there were a lot of feathers ruffled out there" among House Democrats upset about concessions made to the Senate during a House-Senate conference committee.

The Senate, meanwhile, approved compromise legislation authorizing \$12.7 billion in foreign aid for each of the next two years and providing for the resumption of direct U.S. assistance to the anti-Sandinista rebels in Nicaragua.

The legislation was sent to the House, where passage would mark the first time Congress has agreed on foreign aid spending authority in four years.

AMERICAN TOPICS



STILL GROUNDED — The Trans World Airlines plane that was hijacked last month to Beirut and Algiers remains on the tarmac at Beirut International Airport.

'New Collar' Voters: The Fickle Class

A new segment of the population that should command the attention of both political parties is that of the "New Collar" voters, according to Ralph Whitehead Jr., professor of public service at the University of Massachusetts.

The New York Times quotes Mr. Whitehead as saying that New Collar voters are Middle Americans, the offspring of blue-collar America. They are mostly under the age of 45, making \$20,000 to \$40,000 a year a family. They tend to be politically independent and ideologically fickle. They voted overwhelmingly for Ronald Reagan in 1984. They are heavy television viewers, preferring football and light entertainment.

New Collar voters form roughly 15 percent of the national electorate and lead all voters in ticket-splitting. They differ from their blue-collar parents in that they are difficult to engage in campaign politics or political organizations.

Short Takes

Arthur and Debra Toga of St. Louis, Missouri, were hostages on the Trans World Airlines flight hijacked last month. When they asked the airline if their extra flights to Algiers and Beirut

during the hijacking would be credited under TWA's "frequent flyer" program, TWA said yes. The airline indicated that other hostages on the flight would be similarly credited. The credits are used to obtain free flights.

The biggest single error in law enforcement in decades has been taking policemen off the beat and putting them in patrol cars, according to Thomas Reppetto, president of New York city's Citizens Crime Commission, a watchdog group organized by businessmen. "Police lost contact with the public, particularly young people," Mr. Reppetto said. The policeman walking the beat "has been government's answer to urban violence for 100 years, and should be again."

At least six employees of The New York Times Co. contracted symptoms of Legionnaires' disease and 23 others reported respiratory problems before the outbreak subsided, company officials say. According to Dr. Howard Brown, The Times' medical director, 29 cases of respiratory illness have been diagnosed among workers in the newspaper's midtown Manhattan building since mid-June.

When Eleanor Smeal met the press after being elected last week as president of the National Organization for Women, she put her arms around her husband, Charles, and their two children. "Feminists aren't supposed to do this sort of thing," she said, smiling. Born Eleanor Marie Cutri, she uses her husband's name. But Molly Yard, a friend of the Smeals in Fairfax, Virginia, said, "Charlie does most of the cooking. Ellie would just as soon never cook another meal in her life."

Diana McEllan, who has been writing the whimsical gossip column called "Ear" for 10 years, first for the defunct Washington Star, then for The Washington Post and now for The Washington Times, is quitting to become Washington editor at The Washingtonian magazine. Asked why she was ending her successful column, she said she remembered that Igor Cassini, a longtime New York columnist, said you go nuts after five years of writing a gossip column. "As for me," she said, "I've loved doing it, but 10 years was long enough."

Shorter Takes: In the past year 14 of the 50 states have adopted mandatory automobile seat belt laws; similar laws are pending in nine other states. Births nationwide increased slightly last year, from 3,618,000 to 3,690,000, after falling slightly the previous year, but demographers call it only an echo of the baby boom of the 1950s.

—Compiled by ARTHUR HIGGEE

Shuttle Crew Faces Problems With Tests

CAPE CANAVERAL, Florida — Astronauts aboard the U.S. shuttle Challenger, after the failure of a main engine minutes after launching Monday, encountered new problems Tuesday with astronomy experiments that they are trying to carry out in space.

The Challenger, with the European-built Spacelab aboard, reached a lower-than-planned orbit Monday after one of its three main engines failed six minutes after takeoff from Cape Canaveral.

It was the first major engine malfunction on ascent in 19 shuttle missions. Officials of the National Aeronautics and Space Administration said that the Challenger came within 35 seconds of having to make a forced emergency landing at a U.S. military base in Spain.

After weathering the crisis, the Challenger's seven-member crew turned to the task of transforming the space ship into a flying astronomical observatory.

The Spacelab, a 34-foot-long (10-meter-long) laboratory anchored in the Challenger's open cargo bay, was smoothly activated early Tuesday but attempts to operate its telescopes and other scientific devices, known as the Instrument Pointing System, ran into serious obstacles.

Jesse W. Moore, head of the shuttle program for NASA, said after Monday's engine failure, "We are pretty optimistic about achieving all the goals of the mission."

Ground controllers at one point called an "abort to orbit."

The shuttle managed to achieve a noncircular orbit that was about 170 miles (274 kilometers) at its highest point, about 70 miles short of its goal of about 240 miles.

Officials said the orbit was high enough so that it would not force the shuttle to re-enter Earth's atmosphere unexpectedly.

Mr. Moore later played down the problems, saying "abort" was too strong a word to describe the events. "We ought to purge the words 'abort to orbit' as long as we get into orbit," he said.

Jack Kroehne, a NASA spokesman, said later: "We're facing more glitches than we had expected at this point, but we should be able to iron them out in a reasonable period of time."

NASA officials said that the chief problem was a malfunction in a \$60-million West German-built telescope aiming platform that controls three solar experiments and an atmospheric measuring device.

The testing of the platform is regarded as a crucial objective of the seven-day mission. The device is to be used again next March when shuttle astronauts study Halley's comet.

Astronauts aided by advice from technicians on the ground also



Jesse W. Moore, director of the U.S. space shuttle program.

were trouble-shooting mechanical problems on two solar projects aboard the Spacelab.

NASA scientists remained concerned that the Challenger's failure to reach its planned orbit would prevent the mission from achieving some of its scientific goals.

The Spacelab's \$78-million experiment package is to be used to study the sun, probe Earth's atmosphere and scan neighboring galaxies for signs of "black holes," or hypothetical collapsed stars with small diameters and intense gravitational fields.

The shuttle has a flight path about 195 miles above Earth, 45 miles short of its initial target.

The shuttle is scheduled to land Aug. 5 at Edwards Air Force Base in California.

Other Mission Problems
Monday's liftoff was delayed for

nearly two hours when a navigational device on one of the shuttle's two solid-rocket boosters failed.

The New York Times reported. Before that, the Challenger's mission had been delayed until Monday because of valve problems in a different engine, the No. 2, more than two weeks ago.

Asked if the problems would reflect poorly on the space agency, Mr. Moore said "the system exhibited its design capability" in coping with the engine failure.

Later this week, the astronauts are to release and later retrieve a small scientific satellite to help understand the effects of solar winds on Earth's atmosphere.

Problems With Instruments
Thomas O'Toole of The Washington Post reported from Cape Canaveral: The \$60-million instrument

No Sales Yet Under U.S. Plan

(Continued from Page 1)

flour. We've got to try to make it work."

Mr. Amstutz said that the Agriculture Department would make more subsidized sales offers, targeting markets where the United States has a competitive edge.

Although the administration had resisted such a program for months, it bowed to Senate pressure last spring and agreed to go along in return for support by farm-state legislators for a compromise congressional budget resolution.

Mr. Block, calling the program "not good policy," said that surplus government-owned commodities

would be given away as bonuses for buying American farm products. The U.S. products would be purchased in the United States at American prices, then offered at lower, competitive world prices with the surplus goods making up the cost difference.

Capitol Hill pressure for more action by the administration on farm exports has continued, however, and both the House and Senate Agriculture committees are writing variations on export-subsidy schemes into the farm bills they are preparing.

Most of the congressional concern stems from the deteriorating export picture, which has seen U.S. sales fall from a peak of \$43.5 billion in 1981 to an estimated \$33.5 billion this year.

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Rape Lawsuits: Seeking to Legislate More Caution

Victims Sue Landlords, Employers Who Could Have Prevented Attack

By Sandra Saperstein

WASHINGTON — A growing number of women are responding to rape by filing lawsuits, not against their attackers but against those whose negligence may have contributed to the crime.

They have sued owners of apartment buildings, hotels and businesses for failing to provide adequate security. They have sued employers who hired applicants with serious criminal records for jobs that require dealing with the public.

"While the criminal justice system works to deter the assailants, the civil system tries to deter the dangerous conditions that foster crime, whether in the workplace, the apartment, a bar, a restaurant or a hotel," said an attorney, Ellen Carson, who has represented several victims. "When landlords have to balance a million-dollar judgment against a few dollars for locks, maybe they'll think harder about security."

The publicized case that galvanized the present efforts was won by the singer Connie Francis in 1976. She sued Howard Johnson's Motels after she was terrorized at gunpoint for two and a half hours and raped by a man who broke into her suite at a motel lodge in Westbury, New York.

Her attorney successfully argued that the doors had inadequate locks, which could be opened "with a little jiggling." She was awarded \$2.5 million by a jury, and settled for about \$1.5 million instead of fighting an appeal.

The women do not claim that the defendants in these civil suits directly had a hand in the crime or intended any harm. But more juries are ruling that defendants should have anticipated what might happen as a result of hiring, or decisions that put security against cost. Failure to take reasonable preventive measures can be negligence.

In 1980, an Indiana jury awarded \$800,000 to an Avis car rental agent who sued the company after being raped by a fellow employee in Indianapolis. A second agent received a \$300,000 settlement after being raped by the same man.

According to Buddy Yosha, lawyer for the victims, the man had been convicted of assault and battery and charged with raping a colleague at his previous job.

After being hired by the rental agency, other employees complained that he was violent. The man was moved to the night shift, where one of his duties was driving

female employees to their cars, Mr. Yosha said.

In 1983, an Illinois jury awarded \$200,000 to a woman who was raped on a Chicago Transit Authority train when an assailant dragged her into an unused motor-car's compartment.

Her attorney, Kevin Conway, said a study had recommended that the unused compartments be closed because "criminals could conceal themselves from those they were about to prey on."

The transit authority appealed, but the judgment was upheld.

In January, a Texas jury awarded nearly \$5 million to a Mexican woman and her two young daughters. The woman was raped and her 3-year-old child held at gunpoint by the driver of a Fort Worth cab. According to her attorney, Broadus Spivey, the driver had been convicted of armed robbery and charged with assault with intent to commit rape before he was hired, but the Fort Worth Cab & Baggage Co. never checked his record.

In May, a superior court jury in the District of Columbia awarded \$250,000 in damages to a 10-year-old who had been lured out of an unsupervised classroom at Mary Plummer Elementary School and raped. Her attorney, Patrick Christmas, argued that the district, through carelessness, "took away her childhood" by failing to provide adequate security in a high-crime neighborhood. Lawyers for the district have filed a motion for a new trial.

According to a prominent attorney for rape victims, more than 350 of these victim lawsuits have been filed nationally since 1970, many of them by victims of rape.

One woman who received an out-of-court settlement of \$100,000 after being raped by a man who broke into her apartment in Washington said she was reluctant to sue at first, thinking that "it was ob-

some to get money for something like this." Then the landlord sued her for two months of rent after she decided to move.

She said she wanted to post signs on the door to warn people that the apartment was unsafe. "All I could think of is they rented to another person," she said. "What's going to happen to them?"

There are mixed reviews, however, on whether the suits are having an impact on security. An official at an apartment-management company in Washington said his firm was already security conscious, and he questioned whether tenants were careful to lock their apartments.

Charles Fritts of the National Apartment Association said landlords "are going to respond to the law as it is in their jurisdictions. They will do what they have to do."

Lawyers against businesses for negligent hiring are filed less frequently than the landlord cases, but they, too, are having an effect.

Lawyers say the employers "are in a bind if you do, damned if you don't" position when deciding how deep to delve into an applicant's background. Employers may ask about criminal convictions, but under privacy laws they may not ask about previous arrests.

Under current law, there is no general expectation that employers will check criminal records. But employers are being held more and more responsible for things employees do if management could have reasonably anticipated it, an attorney said.

Filing a lawsuit also can make the victim "rendered helpless and powerless" by the attack, feel in control again, according to the University of Pennsylvania professor.

That is a motive many rape victims share, said Ann Burgess, a psychiatric nurse and University of Pennsylvania professor who has treated rape victims.

Filing a lawsuit also can make the victim "rendered helpless and powerless" by the attack, feel in control again, according to the University of Pennsylvania professor.

Co-operation for Development, a British private voluntary agency, bridges the gap between training and work by linking training to job creation and new enterprise. The St. Andrews Settlement in Kingston is one example of how Co-operation for Development mobilises large-scale resources for small-scale projects.

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Herald Tribune

Published With The New York Times and The Washington Post

A Failure of Leadership

In an astonishingly reckless act, President Reagan has demolished the Republican senators' plan to cut the budget deficit. Mr. Reagan did not like the oil tax or the temporary crimp in Social Security benefits — the two elements that made the senators' proposal a serious one. Political tradition holds that it is the president's job to lead the way toward a budget, but Mr. Reagan wants Congress to do it. He declines to take the initiative. This is leadership?

When Mr. Reagan took office the deficit was approaching \$80 billion a year. Now, in the fifth year of his presidency, it is running at about \$210 billion. Last summer there was talk from the administration about a big push, once the election was over, to get the deficit down to manageable proportions — meaning less than \$100 billion, where it had been in the Carter years. But the election has come and gone.

The budget that Mr. Reagan proposed last February for next year called for a deficit down (slightly) to \$180 billion, and even that figure was based on a forecast of rapid economic growth. On Monday the White House reduced its growth forecast, and this is not likely to be the last reduction. Lower growth means lower tax revenues and higher deficits. If you correct the February estimates with the growth rates that now seem probable, you see that the February budget implies deficits of over \$200 billion for the next three years.

When the tax cut was being passed four years ago the administration argued vehemently that deficits would drop to zero because the lower tax rates would set off a gigantic surge of savings, investment and economic growth. All of that has turned out to be dead wrong. The indicators of savings, investment and growth have all been approximately the same under Mr. Reagan as under Mr. Carter, or somewhat lower. Meanwhile the budget deficit is creating its counterpart abroad — a U.S. foreign debt that by the end of the year will be larger than Brazil's or Mexico's. As the Brazilians and Mexicans can testify, when foreign creditors decide that it is time to pay it will mean a sudden, severe drop in standards of living. Then the United States will have to go to work to make its debt payments through export industries weakened by years of overvalued exchange rates.

Spending cuts alone will not suffice to get the budget deficit under control. It is going to take a tax increase. As long as Mr. Reagan continues to oppose all tax increases, he is opposing all significant remedies for an American economy that is now running dangerously out of balance. He no longer offers a strategy of his own for dealing with the deficit. But that does not deter him from blocking the strategies that others courageously put forward.

— THE WASHINGTON POST.

Another Ugandan General

Uganda has become a metaphor for everything that has gone wrong in Africa: violence, suffering, poverty, misgovernment. Need it have been this way? From the British, Ugandans took over a country better suited than most others in Africa to make it its own. Tribal antagonisms, however, have so far raised insuperable hurdles to coexistence, let alone unity. A whole nation's prospects have been ravaged. In the years of independence, hundreds of thousands of Ugandans have been killed — by soldiers, rebels and brigands, by guns and starvation. Continuing unrest ensures that the toll will mount higher still.

Uganda has been cursed by the quality of its leadership. A civilian, Milton Obote, ruled arbitrarily in the 1960s. A general thought by many to be a likely savior, Idi Amin, seized power in 1971 and turned out to be a murderous monster. Mr. Obote returned to power at the end of the 1970s with the help of rebel forces and an invading Tanzanian army. The Tanzanian intervention broke the African

norm of respect for national borders, but seemed to be accepted in Uganda and by most African governments as the lesser evil.

In his second go, Mr. Obote was sadly unable to heal tribal wounds or contain the brutality of his undisciplined army. He has been ousted by a general, Tito Okello. Confidence in the new leadership is not heightened by the fact that, from exile in Saudi Arabia, Idi Amin has hailed the coup and pronounced himself "ready to rescue Uganda."

Many Ugandans may believe that their country needs a strong ruler to restore a semblance of order. This is the rationale for a new coup — and the basis for the nostalgia for Idi Amin that is reported to exist in some sectors of society. But can a new leadership find the touch for tribal politics that has been lacking for so many years? Therein lies what hope exists for Uganda to turn away from its self-destructive course and start taking real advantage of its substantial economic potential.

— THE WASHINGTON POST.

Documented and Recalled

In America, courts are asked to settle questions about almost everything, even history, and now a Los Angeles case has in effect determined that, yes, the Holocaust did take place. For anyone to deny it is a transcendently obvious act of time, yet that is just the position the organization called the Institute for Historical Review. It offered a \$50,000 reward to anyone who could prove that the Nazis gassed Jews, but then had to be sued by an Auschwitz survivor who did so prove.

In settling the suit, the institute has finally agreed to pay, but not to accept. Its director, Tom Marcellus, says, "We did not have to compromise any of our positions." He still cannot see "any kind of evidence" that Jews were gassed at Auschwitz.

Coming to grips with the extermination of millions has taken generations. It has not been enough to expose those who ran the death camps as aberrant monsters. They were monsters, surely, and over time society has found it easier to acknowledge that they were human monsters. What made them so may thus lie latent in all of us. To keep the reverberating pledge, Never Again!, mankind needs to understand. To understand, it must confront, unblinkingly, the fullness of the Holocaust.

Why are people like Mr. Marcellus and his colleagues so determined to deny history? The world does not lack for bones and ashes, files

and witnesses. Even after 40 years, the night does not lack for silent screams.

Beyond that, the years have also brought other kinds of testimony. In The New York Times last week, Rabbi Susan Schuur told of one staying at a friend's house. In the middle of the night, the father "came padding down into the kitchen, cut himself a slab of rye bread" and then stood with it in the dining room. "Chile," he said finally, thrusting the bread into the air. "Broit" — he held the bread against his pajama pocket. "Pane" — he shook it. "Lechem" — kissed it. "Bread" — took a bite. This he did over and over, saying the word in more languages than I could imagine existed. . . . He seemed sometimes, on an ordinary morning, almost stunned by the fierceness of his happiness. He was, it seems now, exhausted by his blessings. . . . He was a Holocaust survivor.

It is not hard to imagine how Mr. Marcellus might respond: "That's not even a horror story, just a sentimental anecdote. Doesn't prove a thing." True, it is not a story of horror. It is something far more moving: a story of gratitude, a gratitude so profound that it makes a man in the middle of the night to embrace a piece of bread. And in that gratitude, Mr. Marcellus — had you the eyes to see it — you would find your proof. Living proof.

— THE NEW YORK TIMES.

Other Opinion

A Warning to Heed From Lima

[President Alan Garcia's] inauguration on Sunday was attended by an impressive group of democratically elected Latin American heads of state, and such a bandwagon has not been seen in Peru for a very long time. But circumstances in that country and in Latin America are such that this was necessarily a restrained and sober occasion.

There is certainly a Latin American consensus

that the attention to the problems of the region (outside Central America) paid by the Reagan administration has been wholly inadequate. Later this week in Havana, Fidel Castro will expound to an alternative meeting of Latin American political leaders and intellectuals his own more drastic and less Western suggestions on how to deal with the crisis. The declarations from Lima come from more responsible persons. They deserve attention.

— The Times (London).

FROM OUR JULY 31 PAGES, 75 AND 50 YEARS AGO

1910: A Wall Street Cashier Owns Up
NEW YORK — Erwin Wider, cashier of the Russo-Chinese Bank, who admits having stolen securities valued at \$680,000, says he took them because his salary of \$1,200 a year was too small to permit him to live as his friends did, and Wall Street "looked easy." Wider, who is now in jail, had sent this letter to the bank: "I might as well tell you that in a few days 3,200 shares of Pennsylvania Railroad stock will have to be shipped to the National Bank of Berlin. You will find them, as I took them, in your office. I mean to put them back, but the market went against me. It was all your own fault, anyhow. You should not put one man in charge of everything from A to Z." The letter led to Wider's indictment.

1935: An Anti-Aircraft 'Mystery Ray'
NAVESINK, New Jersey — Army Signal Corps workers in the closely guarded Navesink Highlands lighthouse are reported to have developed a "mystery ray" capable of detecting enemy airplanes and ships at a distance of more than fifty miles. A score of Coast Artillery officers arriving at the lighthouse, one of the most powerful along the Atlantic seaboard, gave rise to the report [on July 30] that a test would be made this week. It is understood that the Signal Corps has spent \$100,000 on the project. The War Department has declined to comment on the ray and all outsiders are being kept at a distance from the invention, which, in the words of one Army officer, should, if successful, "revolutionize air warfare," and prove deadly to an attacking fleet.

How to Make the Best of a Bad Situation

By Tom Wicker

NEW YORK — With the most imaginative idea yet offered by the leader of a debt-ridden Latin American nation, Peru's new president has pointed a possible way out of the region's dangerous debt crisis. The plan avoids both extremes: default, or years of extreme economic austerity threatening political upheaval.

Alan Garcia Perez may have given U.S. banks an opportunity they failed to create for themselves to put Latin America's more than \$350 billion in foreign debt on a sounder long-term basis — a less profitable arrangement, but one

Republic — austerity measures already have produced rioting and threats to the government.

Latin American specialists fear that sustained economic austerity in Brazil, Argentina and Mexico could threaten political stability in those important nations and undermine U.S. relations throughout the hemisphere. Alternatively, one or all of them might be led to default, with disastrous effect on the U.S. banking system.

Garcia's debt plan would give Peru the ability to pay from its own resources, although over a longer period of time.

Moreover, the debt restructuring for which austerity programs have been the price result in banks lending debtor nations more money at high interest to make principal and — mostly — interest payments on what they already owe. The consequence is that these loans remain "current" on the banks' books, and so their profits are not affected. But the debtor countries, while saved from default, end up owing more than they did before the restructuring.

Meanwhile, austerity measures — high interest rates, reduced government spending, increased taxes and wage restraints — and huge outflows of capital to foreign banks hold back economic expansion in the debtor nations, and hence their ability to repay what they owe without further costly restructuring. On this course, plainly, the prospect is for permanent debtor status and economic stagnation in major Latin nations, or for political upheaval in protest, or for default — or perhaps all three.

Mr. Garcia's plan to limit external debt payments to 10 percent of external earnings would give Peru the ability to pay from its own resources, although over a longer period of time.

More likely to bring repayment without bankrupting the debtors or killing frail democracies.

Mr. Garcia said on Sunday that Peru would continue to repay its \$14-billion external debt but would limit payment in the next year to 10 percent of its export earnings. Moreover, he said, Peru would make its repayment arrangements directly with its creditors and without the participation of the International Monetary Fund.

The IMF pattern in dealing with Latin debtors like Mexico, Brazil and Argentina has been to demand strict austerity measures in return for making or guaranteeing new loans to help these countries finance principal and interest payments. In one Latin country — the Dominican

By curtailing the shipment of capital abroad, by making it unnecessary to borrow more to repay what is already owed and by avoiding the most economically limiting austerity measures, Peru might be able to expand its economy and exports, thus enhancing its ability to pay its debts.

Peru's foreign debt is a relatively small part of the Latin total, but if Mr. Garcia prevails on U.S. and other banks to accept his plan — and by refusing they would as likely force him to default because of domestic pressures as force him to a conventional IMF restructuring — these larger debtor nations will almost surely follow his lead. His tough approach may thus produce a more enlightened response than has yet been seen from U.S. banks and the Reagan administration.

With appropriate government guarantees for loan principals and regulatory relief for the short-term losses they would suffer, the banks could reduce the interest rate they charge the debtor nations and stretch out short- and medium-term loans to 25 or 30 years. A reduction from 13- to 6-percent interest on \$350 billion would save these nations more than \$20 billion a year to be invested in their economic expansion.

Not only would the loans and probably the debtors' political stability be made more nearly secure, but the United States, as benefactor rather than an economic exploiter, would be rewarded politically throughout the hemisphere, to the ultimate good of banks and the overall economy. But forcing Peru to repay in full and on schedule, even if it has to borrow more at high interest and handicap its economy to do so, would be to the advantage of no one but those like Fidel Castro who preach default and defiance of the gringos.

The New York Times.

They Meant Well, but the Dilemma's All the Worse

By David S. Broder

WASHINGTON — Among dozens of articles for the 40th anniversary of the nuclear age, one has particularly touched me. An essay in the Bulletin of the Atomic Scientists by a Tufts University history professor, Martin J. Sherwin, has a human message that is captured in its ironic title: "How Well They Meant."

"They," in this instance, are the scientists of the Manhattan Project who designed and carried out the stupendous feat of building the first atomic bomb. Those men thought they were in a deadly race with Nazi scientists for acquisition of a weapon that could control the world.



Even as they hurried to undertake what they assumed was a German lead, there developed among them what Mr. Sherwin calls "a pervasive anxiety" about the bomb's role in the postwar world. "Within the context of the war, the scientists who participated in the decision to bomb Japan were consumed by a single objective — to transmit in the most dramatic fashion possible the message that the new age required new forms of international organization."

The story of their struggles to rationalize their own destructive handiwork is not a new one. But it gains in poignance as succeeding generations go through mental and moral gyrations, trying to come to terms with possession of a weapon whose power can end life around the globe.

These men — Americans, Britons and refugees from Continental Europe — were scientists united in the conviction that they could not let Hitler or his allies win the first round of the nuclear weapons race. They accomplished that mission brilliantly, but even as they did so, they recognized that they had started the most dangerous competition in history.

As early as January 1944, Leo Szilard, one of the refugee scientists, wrote to President Roosevelt's science adviser, Vannevar Bush: "This

weapon will be so powerful that there can be no peace if it is simultaneously in the possession of any two powers unless these two powers are bound by an indivisible political union."

Such a union had to be created, Mr. Szilard said, "if necessary by force," to prevent a nuclear holocaust.

Churchill to break the secrecy on the project and tell the Soviet leadership what the Americans and European scientists were attempting to do.

"Arguing for a unilateral initiative," Mr. Sherwin writes, Mr. Bohr "insisted that the time to prepare for security in the nuclear age was before the bomb's development overwhelmed the possibility of international cooperation. If the bomb was born in secret in the United States, it would be conceived in secret by the Soviets. The only hope for avoiding a nuclear arms race after the war was to create an international control arrangement before the war ended and before the bomb was tested."

It is remarkable to read two generations later that the scientists who conceived and developed the bomb divided along the same lines on which Americans divide today on the issue of controlling its destructive power.

Then, as now, there were those who saw the only hope in keeping a power advantage over the Soviets — and in being prepared, if it came to it, to use that power to teach them a lesson about the danger of even thinking of a nuclear advantage.

Then, as now, there were others who were prepared to take a unilateral risk of forsaking the advantage that secrecy and technology can provide, in the belief that if the Soviets are not persuaded of America's good intentions, the world will not survive. Forty years later the debate still rages. But the stakes are higher today, because of the quantum leap in the size and destructive force of the superpowers' nuclear arsenals.

The Washington Post.

All Carrot and No Stick Add Up to No Movement

By Robert A. Manning

WASHINGTON — The failure of "constructive engagement" — the Reagan administration's attempt to use friendly persuasion to promote reform in South Africa — has critical implications for United States policy toward repressive regimes around the world.

Although not officially labeled "constructive engagement," that is precisely the principle that guides U.S. relations with Taiwan, Chile and the Philippines, among other countries. As in South Africa, it has had the opposite of the desired effect on those authoritarian governments.

The Reagan administration's quiet diplomacy has obviously had little success in southern Africa, either in facilitating an end to apartheid or in resolving the conflict in Namibia. This has become particularly evident in the last few months.

In May Pretoria sent a secret commando team deep into Angola, more than 1,000 miles (more than 1,600 kilometers) from the South African border, to attack a Gulf Oil installation vital to the Angolan economy. In mid-June there was the raid into Botswana's capital, Gaborone. A few days later South Africa announced it was appointing an interim government in Namibia, in defiance of U.S.-led negotiating efforts to bring independence to the territory. An internal crackdown has now followed in South Africa itself.

South Africa's go-it-alone stance, in open defiance of American admonitions, underscores two flawed assumptions at the heart of the Reagan

approach: that the interests of Washington and Pretoria are identical, and that a policy of all carrot and no stick can be effective.

There is nothing inherently wrong with offering countries like South Africa a positive incentive for change. Indeed, such a policy may be more effective than the condescending moralism that some liberal administrations have used to try to bring about reform. But clearly such incentives will have little effect unless they are accompanied by a threat of reprobation.

The issue is not whether U.S. diplomacy should be loud or quiet, but whether or not America is making appropriate use of the economic and political leverage at its disposal.

Consider three other countries in which Washington has squandered leverage that might have been used to facilitate democratic change:

In Taiwan, top officials of the government have been convicted of complicity in the brutal murder of the Chinese-American writer Henry Liu, an American citizen assassinated at his home in San Francisco suburb. The regime of President Chiang Ching-kuo has refused American requests to extradite the officials involved for trial in American courts and to curtail its spying operations in the United States. Yet the Reagan administration continues to sell some

\$750 million worth of arms to Taiwan every year. In Chile, for which the Reagan administration has approved a \$1-billion loan package, General Augusto Pinochet's regime persists in its refusal to move to restore democracy.

In the Philippines, since the murder of former opposition leader Benigno Aquino, Washington has strongly pressed President Ferdinand Marcos to make sweeping reforms to defuse the worsening economic and political crisis and the growing Communist insurgency. U.S. officials concede that Mr. Marcos has failed to make the needed reforms. Yet the administration has opposed congressional efforts to cut military aid and refuses to trim economic assistance.

No one seriously imagines that the United States has unlimited leverage with these or any other foreign governments. But in all three cases, failure to use the leverage at hand is likely to foster instability, harm American interests and create opportunities for Soviet influence.

For all its tough-sounding rhetoric, the Reagan administration lacks a sense of realism. Unless it is unwilling to put teeth in its quiet diplomacy, the strife in South Africa today may turn out to be part of a sad series of future disasters for American foreign policy.

Mr. Manning writes on foreign affairs for the Far East Economic Review and other publications. He contributed this column to The New York Times.

In El Salvador, Both Sides Violate Human Rights

By Aryeh Neier

NEW YORK — For several years, human rights groups concerned with El Salvador have focused the bulk of their attention on abuses by government forces. Those forces continue to be responsible for most of the civilian suffering, but a recent deterioration in the practices of the guerrillas makes it essential to speak out more forcefully to denounce their abuses against noncombatants.

Compared to such guerrilla groups as Sendero Luminoso, which is waging a savage war in the Andean highlands of Peru, and the "contras" in Nicaragua, who are systematically violating the laws of war, the Salvadoran guerrillas had a relatively good reputation. This rested principally on their treatment of prisoners of war. In the last six years they have released thousands of captured soldiers unharmed, either to the International Committee of the Red Cross or to local civilian officials.

Whether carried out for humanitarian reasons or propaganda purposes, that policy contrasted sharply with the practices of the Salvadoran armed forces, which have been suspected of summarily executing most prisoners they capture in combat.

This is not to say that the guerrillas committed no human rights abuses. On three occasions in mid-1983 they executed captured soldiers. They have also been responsible for several

assassinations, and they have shot at vehicles that crashed through their roadblocks, wantonly killing and injuring civilian passengers.

For several months in 1984 the guerrillas practiced forced recruitment in areas they controlled. Although not prohibited by the laws of war, this caused grief to many civilians, leading at least 1,500 to flee their homes and join the enormous population of displaced persons — most of it created by the armed forces' attacks on civilians in guerrilla-controlled areas. Criticism of forced recruitment in the press and among human rights groups seemed to have an effect, for in September 1984 the guerrillas stopped it.

It is in the last eight months that the practices of the guerrillas have become especially disturbing. There has been an increase in assassinations, often of right-wing political leaders. The main guerrilla organization denies any connection with the group known as the Clara Elizabeth Ramirez Front, which has claimed responsibility for the killings. But the guerrillas have not denounced the assassinations, explaining that to do so "would deepen contradictions" among the forces on the left.

Other recent guerrilla abuses include an episode in April at Santa Cruz Loma, a village near the capital, in which the guerrillas killed unarmed members of the local civil defense and a number of civilians. Shortly thereafter the guerrillas began kidnapping mayors in several regions, claiming that the government was trying to use these mayors to exercise civil authority in areas that the guerrillas consider under their control. In practice, the mayors are being held as hostages, apparently so that they can be exchanged for captured guerrilla commanders.

Most dramatically, on June 19 the guerrillas attacked an outdoor restaurant in San Salvador, killing four U.S. marines and nine civilians. The guerrillas claim that the marines were members of the armed forces of a party to the conflict. That is insupportable, because the marines' sole duty was to guard the U.S. Embassy, and they took no part in hostilities. Moreover, even if the marines could have been considered a legitimate military target, the circumstances make it almost inevitable that there would be a heavy civilian death toll.

In denouncing the attack, Archbishop Arturo Rivera y Damas of San Salvador said it would be hypocritical not to condemn as well the continuing use of terror tactics by government forces. The reverse is also true: Critics of the government must not hesitate to condemn the mounting abuses against noncombatants by the Salvadoran guerrillas.

The writer is vice chairman of Americas Watch, a human rights organization. He contributed this column to The New York Times.

For Punjab, A Return To Normal?

By S. Nihal Singh

PARIS — No one doubts that the agreement between Prime Minister Rajiv Gandhi and Harchand Singh Longowal, the Sikh leader, is a major breakthrough in a three-year-old crisis that took Indira Gandhi's life last October and the lives of thousands of Sikhs in November. The central question is, Will it work?

There is a reasonable chance that it will, despite the twin dangers of Sikh extremists' efforts to sabotage it and the potential Hindu backlash. It remains for Mr. Longowal to sell the agreement to a majority of India's 14 million Sikhs, and for the government to control the backlash.

The ingredients of the agreement are not dramatic. The Le Corbeleur-built city of Chandigarh, previously shared by Punjab and Haryana as their joint capital, goes to Punjab. The dispute over the sharing of river waters goes to a commission. There are palliatives in terms of the rehabilitation in civilian life of Sikh soldiers who mutinied after government troops stormed the Sikhs' holiest shrine, in Amritsar in June last year. And the inquiry into the anti-Sikh riots after Indira Gandhi's murder has been broadened to include other cities, in addition to New Delhi.

The significance of the agreement is that instead of the government working for an opening, a compromise is now in place, which its opponents will have to wreck from the outside. Mr. Gandhi has shown clever political footwork in springing the agreement when he did, his first major domestic triumph since his landslide election victory last December.

Looking back, the very expediency of his December election campaign gave him the leeway to impose a settlement, which cannot but be unpopular with Punjab's Hindu neighbor Haryana. This sentiment has been exploited by the opposition parties, with state legislators resigning their seats.

Mr. Longowal has to make the agreement stick, guiding it through the mine fields of extremists' displeasure and the reservations of fellow Sikh leaders in the moderate camp. Thus far he has displayed surprising agility in building his leadership on the ruins of a total failure of Akali Dal, the principal Sikh party, to control events last year — a failure that ultimately led to the traumatic raid on the Golden Temple.

He has provided the government with the essential link: a credible Sikh leader to make a deal with. In a way, he bears the heaviest burden in making the compromise work.

The success of Mr. Longowal's efforts will determine how soon the prosperous state of Punjab can return to normal. A crucial decision the government has to take is whether to extend federal rule to Punjab for another six months or a year after October, or let the electoral process go through. It involves a fine balancing between the risks of giving the extremists an opportunity to stir Sikh passions again and the salutary effects of normal elections.

One consequence of the three-year-old crisis has been a polarization between Sikhs and Hindus, who have traditionally been close. Whatever the reasons for the government raid on the Golden Temple, the Sikh psyche was deeply wounded, and the anti-Sikh riots in November served further to alienate the community from the majority Hindus.

But behind the Sikh dissent lie deeper reasons. The present Punjab was carved out in 1966 after a long agitation by Sikhs demanding their own state; it had not been demarcated at the time the rest of the country was divided into linguistic units. But Sikhs were only 54 percent of the population in the new Punjab, and their desire to rule could be achieved on occasion only in a coalition with other parties. The prosperity of Punjab, the granary of the Green Revolution, has further deepened the Sikh percentage to 52 percent, due to the influx of Hindu laborers.

At the same time, traditional Sikh leaders were becoming increasingly concerned with modern trends and prosperity influencing young Sikhs to do away with the outer symbols of their religion, particularly unshorn hair. They feared that, without these symbols, the Sikhs would be submerged in the sea of Hinduism.

The Green Revolution was tending to taper off in the late 1970s, and that fostered a new nexus between rich farmers demanding more industry and economic benefits for Punjab and the religious leaders concerned over their flock.

The Rajiv-Longowal agreement, if it succeeds, will imply that the Sikhs' future evolution in Punjab will take place in the normal circumstances of a democratic political process.

The writer, a former editor of The Statesman (Calcutta) and the Indian Express, is preparing a book on UNESKO. He contributed this column to the International Herald Tribune.

LETTERS TO THE EDITOR

The ANC's Credentials

Regarding Andrew Young's opinion column "You Have to Give the South African Whites a Choice" (July 22):

Mr. Young's reference to the African National Congress as the "legitimate leaders of South Africa's majority" is as grotesque as his assertion that the Carter administration, if it had known what was happening in Iran, would have "forced" the Shah to share power with the mullahs.

Given that the ANC leadership is intertwined with that of the South African Communist Party, which is controlled by Moscow, and that the ANC leadership boasts of its adoption of Marxist-Leninist means and goals, Mr. Young's advice is, to use his own words, very simple.

ARNOLD M. SILVER, Luxembourg.

Montreal Plus and Minus

Regarding "Picasso and Tut Sequals in Montreal" (July 13):

Montreal's Expo '67 was not legally a world's fair but a "Universal and International Exhibition" as authorized by the Paris-based Bureau International des Expositions.

Moreover, there seems to be confusion between Expo '67 and the 1976 Summer Olympic Games. The latter were a financial fiasco, but Expo '67 did not "nearly bankrupt" Montreal. On the contrary, it was profitable, with 50 million visitors between April and October of that year. The city contributed 12.5 percent of the cost of the infrastructure. The Quebec provincial government 37.5 percent and the Canadian government 50 percent.

JACQUES GAUDREAU, Paris.

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INSIGHTS

In Wales, the 1960s Dreams of 'New Prosperity' Fade to Despair

By R.W. Apple Jr.

New York Times Service

PORT TALBOT, Wales — Not too many years ago, Japanese businessmen were a regular sight on the streets of this tough seaside town in South Wales.

They had come to sea, and to learn from a local marvel — the biggest and most modern steel plant in all Europe. In the late 1960s, it employed nearly 20,000 people, and it paid such good wages that workers thereabouts called it Treasure Island. It was difficult to get into, they said, but pure gold once you landed a job.

"Now that's all changed," said Doug Rees, the editor of the weekly Port Talbot Guardian. "The steelworks is down to 5,000 employees. The new deep-water harbor has helped some, but there is an awful uncertainty. I'm afraid that Port Talbot doesn't stand for much of anything any more except hanging on by the skin of your teeth."

But in a way Port Talbot, population 50,000, hometown of Richard Burton and Sir Geoffrey Howe, the British foreign secretary, also stands for The Other Britain. When Lord Stockton, a former prime minister when he was slain Harold Macmillan, spoke last year of the division of the country into "two nations" — a phrase borrowed from Benjamin Disraeli — it was places like Port Talbot that he had in mind, places that are culturally and economically far removed from the new prosperity, from the ritzy shops and restaurants and the technologically sophisticated factories of the London area.

Like Paris and New York, London has always been a place apart from the rest of its country. Government, commerce, the arts have always been centered on the capital, and Londoners have always been a bit bemused by such regional quirks as the northerner's flat cloth cap and



Port Talbot's time as a world showcase of modern industry was brief.

whippet racing, the Glaswegian's impenetrable accent, the Welsh passion for choral singing.

But there was a day when the provinces provided most of the country's industrial muscle and generated much of its wealth, especially places like Newcastle-upon-Tyne and the Clyde River Valley and the mill towns of Yorkshire and Lancashire and the Midlands.

When Disraeli spoke of "two nations" he was referring to two kinds of people — the very rich

and the very poor. Leeds and Liverpool and Cardiff, as well as London, had their fair share of both in his day. Now the pattern has drastically shifted, and southeastern England, with London as its hub, has become far richer than most of the rest of the country.

There are, of course, exceptions, such as the region between Edinburgh and Glasgow, which is enjoying a boom fueled by high-technology industries.

The shift has come about for many reasons. One is the change in the pattern in British foreign trade from the Commonwealth countries and the United States to Britain's nine European Community partners. Another is the rapid decline of the old "smokestack" industries, which find it hard to compete for foreign markets, and their partial replacement by innovative new factories. These tend to seek out sites in such areas as the Thames Valley west of London, which are close to population centers and well situated for road, rail and sea transport.

Still another reason is the decline of the Labor Party, the traditional voice of the north and of the worker in heavy industry, which might have poured public money into rebuilding the older industrial centers. Paralleling this decline has been the rise to power of the Conservative Party and Prime Minister Margaret Thatcher, who has tried to restrain government spending.

Many northerners bitterly resent government policies, but Mrs. Thatcher and her ministers have consistently argued that a period of painful adjustment is needed if Britain is to prosper in the decades to come. And it is probably true that some hardship was inevitable regardless of the party in power.

Even on a sunny day Port Talbot looks bleak. The upper town is cut off from the lower by a motorway, the main street is full of empty

shops, the back streets are full of houses decorated with "for sale" signs and even the shiny supermarket in the new shopping center gives away the game. In its dairy case, big piles of margarine elbow aside the few loaves of little cakes of butter, because Port Talbot can no longer afford the high-priced spread.

There are still those who insist that the town has a future, despite the cutbacks by the British Steel Corp. and B.P. Chemicals, despite the closing of a computer plant, an exotic flower that never took root, and the pending closure of a transmission plant. Speaking hopefully of the possibility of a new coal mine nearby and of the possibility of promoting Port Talbot as a tourist center with a kind of Welsh Disneyland, Abraham P. Matthews of the local Chamber of Commerce said, "We think that the best times are yet to be."

But his is a minority view. A more typical comment is that of a man in his 50s who has been unemployed for five years. Too humiliated to give his name — or indeed, on most days, to belong to the working class, but now I have sunk much lower than that —

Last fall, Ralph Fèvre of Swansea University and Philip Brown, then of Swansea and now at Cambridge, conducted a study of the unemployed in Port Talbot. Nearly one person in five was out of work, they found, and most of the unemployed were less than 34 years old.

Two-thirds of them live in public housing; only 6 percent have a car less than two years old; only 56 percent have a telephone and many live well below the poverty line. According to the survey, 34 percent of their households have a weekly income of less than \$61, and 50 percent have a weekly income of less than \$122.

The mood appears to be cynical or at least fatalistic. Mr. Fèvre said a third of his sample said that unemployment was beyond the control

of any government, and less than half said they had jobs they considered secure. Only 4 percent of the jobless said they thought Mrs. Thatcher was ready to help. Mr. Matthews conceded, "We have all had to accept that we will never again have full employment in this region."

"This is a Labor town, always has been," a local politician said. "But there are fewer activists in the party than ever before, and yet in my pub they spend every night moaning about what Mrs. Thatcher has done to us. We have totally abandoned our political involvement."

Mr. Rees, the newspaper editor, said that his son had lost his job two years ago and that he and his best friend, Jimmy — "Not a genius, but a clever lad, prepared to work all the hours that God made" — doubted that they would ever get a regular job again.

For them, Mr. Rees said, "hobbling has become a way of life — legality goes by the board, and they cheat on taxes and this and that because they almost have to."

"They're not bloody starving, the kids have shoes," he said, "but I tell you, it's a constant battle of wits."

LIKE the poor in the American South during Reconstruction, the Welsh feel ill-treated by the central government. And like them, the Welsh have a deep-set sense of place that has only been intensified by their troubles. Few have moved to those parts of Britain where at least some jobs are available.

There's a terrible feeling of hopelessness here," said Marian Jones, a social worker, "and it's even worse in the villages in the valleys around Port Talbot, where the rate of unemployment is 35 or 40 percent. The kids in schools don't talk any more about what they're going to do when they grow up. And it's going to get worse, can't help it but get worse."

Mark Sheridan, who works for an organization formed by the town's voluntary agencies to

work with the unemployed, says the impact of the big cutback in 1980 at British Steel, when 5,000 people lost their jobs, is only beginning to be felt here. For the last three or four years, the effect was cushioned by the lucrative severance pay given to those laid off.

According to the 1980-81 census, about 3 percent of Port Talbot families had only one parent; now, at the Sandfields Comprehensive School, where a third of the students have unemployed fathers, 19 percent of the children come from one-parent households.

According to Mr. Sheridan, there has been a corresponding increase in the incidence of alcoholism, mental disturbance and suicide. Jean Keogh, a counselor for the mentally ill, was swamped with telephone calls after a recent five-minute radio broadcast in which she spoke of help available for those suffering from depression.

For Mr. Sheridan and his co-workers, it seems inevitable that a large-scale emigration of the more able unemployed will begin soon, despite the ties of family and culture that bind the Welsh to their home territory.

"The community is going to get older and sicker," he said. "We're all afraid that some day we will be left as a dormitory community for clients of the state social security system."

That would be a strange fate indeed for Port Talbot, the heir to a hundred-year-old tradition of metalworking in this part of Wales. Along with four other plants — one in Wales, two in England and one in Scotland — the steelworks here was chosen as the site for vast state investments because it had a deepwater harbor and access to coal.

It was to help prove that Britain could compete in the postwar world, but all that was before the Japanese and the Indians and the South Koreans learned how to do things so much cheaper.

On a Harvard Bridge, a Honeysuckle Memory of Faulkner's South

By Dale Russakoff

Washington Post Service

WASHINGTON — Seventy-five years ago this summer, Quentin Compson III jumped to his death from a bridge near Harvard College. He was only 19, a Southern gentleman struggling to salvage a measure of family honor as the Old South crumbled. Hopelessly out of place at Harvard, he turned to reiving in his mind all the glory, guilt and doom of the southern past.

On June 2, 1910, he surrendered, caught between memories as sweet as honeysuckle and as dark as slavery. Flatiron tied to his feet, he plunged into the Charles River, and was swallowed by the New England night.

Quentin was only a fictional character, a creation of William Faulkner in two epic novels, "The Sound and the Fury" and "Absalom, Absalom!" But his anguish is so personal and haunting that generations of readers have come to regard him as someone real.

I came upon him more than 10 years ago, another Southerner-come-to-Harvard who felt very much an outsider. I was haunted for my drawl and my unhurried walk (Walk faster! No wonder you people lost the war), and felt called upon always to explain that the South was hardly a monolith of ignorant bigots.

In Quentin Compson, I found a compatriot for my southern loneliness. Like Quentin, I found that the "iron, New England dark" made me yearn for the gentleness of the South — the friendly folk, the slower pace, the emphasis on people. Once astounded of the South, I came to accept that in my own way, I was as southern as Quentin.

I met other southerners who had found their ways to Quentin, and we formed a cult of sorts, talking incessantly about Faulkner. We came to look on Quentin as larger than southern: He was the universal outsider; he was youth clutching lost ideals in a changing world; he was anyone who felt the ground slipping beneath his feet. He was one of us.

In 1972, an English instructor named Kevin Starr told my American Literature class of a tiny Quentin Compson memorial plaque, discovered years earlier on Harvard's Anderson Bridge at the spot from which Faulkner aficionados believe Quentin jumped. No one knew its origins; it was simply a tribute from an anonymous devotee of Faulkner.

Joined by Walter Isaacson, a friend from New Orleans and a member of the unofficial Quentin cult, I walked immediately after class to the crest of the Anderson Bridge, the Charles River lapping lazily below. I brushed aside a vine to reveal a tarnished brass plaque the size of a calling card:

"Quentin Compson III. June 2, 1910. Drowned in the fading of honeysuckle."

The plaque obviously was meant to be secret, so tiny and so obscured by vines and shadows that I had walked past it countless times without noticing. From then until I graduated, I went to see the plaque almost daily, wondering each time who placed it there. And why?

I learned everything I could about the plaque. It was discovered in the mid-1960s, and students and professors had passed along word of its existence ever since. In a sort of rite of passage, one generation would direct the next to the precise spot on the bridge where it was affixed.

"I remember when we found it that I felt for once part of a certain tradition," my friend Walter recalled. "It was a secret bond among generations of people like us who felt slightly displaced. I realized: Yes, yes, somebody else knows exactly how it feels."

This is the story of what Quentin meant to us. It is a tale of youth, southerners, Harvard, honeysuckle, an extraordinary plaque, and how, through almost mystical coincidence, I learned who placed it there, and why.

Why the fascination with a fictional freshman? Surely part of it was youth. Literature was even more wondrous then, when the imagination roamed unhindered by such grown-up concerns as responsibility and the passing of time. It also was the pathos of Quentin himself, and the prodigious imagination of our fellow southerner, Faulkner.

Quentin was the last, best hope of the Compson clan, a Mississippi family that flourished in the Old South and collapsed tragically along with it. They lost baronial land holdings; their youngest son was born an idiot; a daughter, Caddy, whom Quentin worshiped as an ideal of southern womanhood, became a tramp.

Desperate to restore the family name, Quentin's sibling mother took the proceeds from selling 40 acres of Compson land and sent her son to Harvard. ("Harvard is such a fine sound forty acres is no high price for a fine sound.")

Quentin balked, but soon accepted his fate: "No Compson has ever disappointed a lady."

Quentin lived in mourning for the Old South, knowing all the while that it was built on an evil. He created in his mind an ideal apart from slavery — a world of grace, gentility and pure women — refusing to believe that the taint and the beauty were inseparable. So it was with his sister, Caddy, whom he loved passionately and whose promiscuity focused all of his anguish over the fall of the Old South and his family's lost honor.

JUST after midnight on June 2, 1972, while studying in a Harvard library, I realized the significance of the date — the 62nd anniversary of Quentin's suicide — and at almost the same moment, spied fellow my Quentin-outlet Walter across the room. We decided at once to make a pilgrimage to the plaque with copies of "The Sound and the Fury" and "Absalom, Absalom!," and to read aloud our favorite passages by moonlight.

Walter read from "Absalom, Absalom!" the words of Quentin's Harvard roommate, a Canadian named Strevie, who was struggling to understand the southern obsession with the past: "What is it? something you live and breathe in like air? a kind of vacuum filled with wraith-like and indomitable anger and pride and glory and in happenings that occurred and ceased fifty years ago? a kind of entailed birthright father and son and father and son of never forgiving General Sherman, so that forevermore as long as your children's children produce children you won't be anything but a descendant of a long line of colonels killed in Pickett's charge at Manassas?"

"Gettysburg," Quentin said. "You can't understand it. You would have to be born there."

And I, reading a speech by the Compson patriarch, as he gave Quentin his grandfather's watch in "The Sound and the Fury":

"I give you the memento of all hope and desire. . . . I give it to you not that you may remember time, but that you might forget it now and then for a moment and not spend all your breath trying to conquer it. Because no battle is ever won he said. They are not even fought. The field only reveals to man his own folly and despair, and victory is an illusion of philosophers and fools."

We lost track of time as we continued reading, and felt that we had crossed a border between fiction and reality — as if we, too, had become characters of Faulkner. Feeling compelled to share the moment with Starr, we went to his apartment. He was out, so we slipped this note under his door:

Dear Professor Starr,
We spent the evening on Anderson Bridge, reverently observing the 62d anniversary of Quentin Compson's final resignation to chaos. It was a truly religious experience. We missed you.

Signed,
D. and W., 2 Southerners fighting off the sweet odor of honeysuckle.

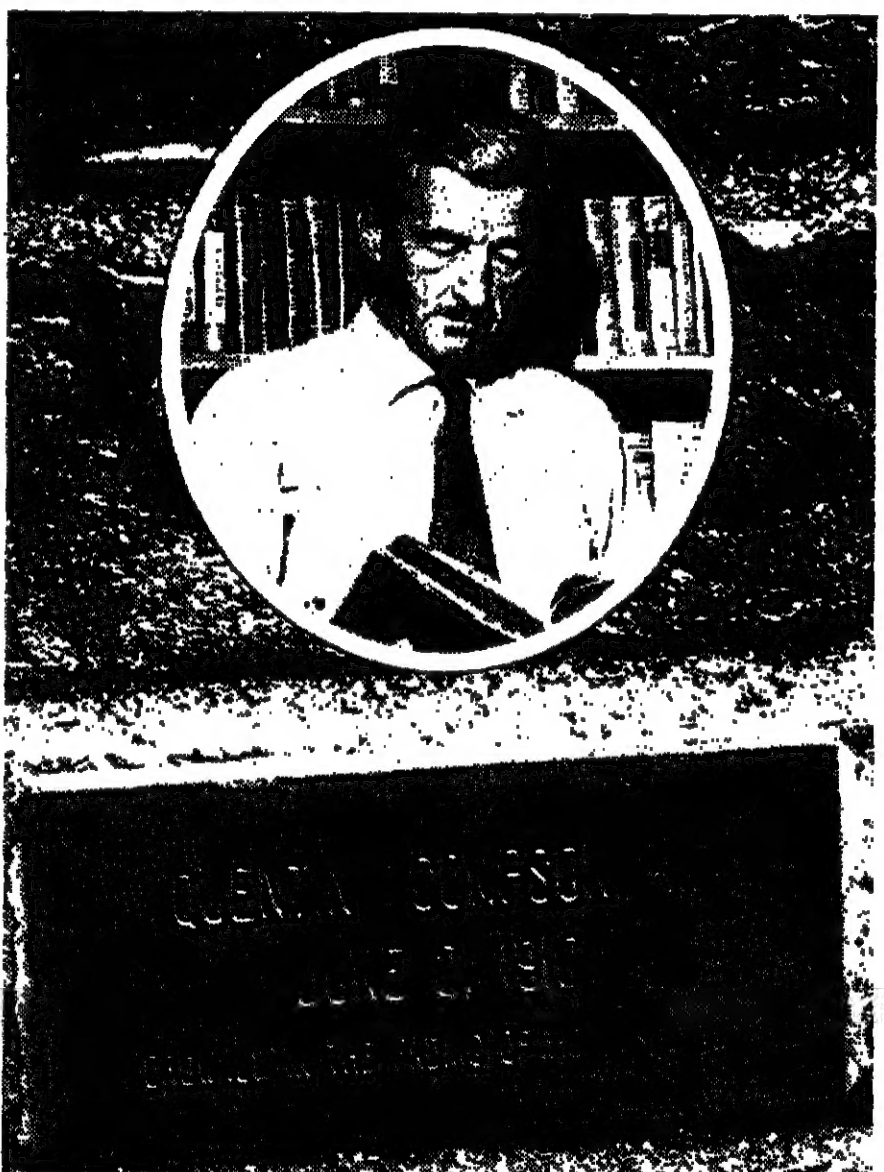
The plaque was much more than a touchstone for Southern expatriates. It was a pean to great literature, inspiring students and professors who never had crossed the Mason-Dixon Line. Unbeknownst to Walter and me, a midwestern Harvard undergraduate named Joseph Blatt had had a mystical encounter of his own, two years before ours.

A history and literature major, he had known only vaguely of the plaque although he had immersed himself in Faulkner. His senior year, he cut short his Christmas vacation to return to Cambridge to wrestle with a seminar paper on the unifying power of Faulkner's imagery. The heat in his Harvard dorm had not yet been turned back on, and as he wrote and thought in the New England cold, his breath vaporized — much as Quentin's had in "Absalom, Absalom!"

"I was focusing on honeysuckle in 'Sound and the Fury,' and blood in 'Go Down, Moses' and 'Absalom, Absalom!,' and I was struggling intensely because the images so inspired me," Joseph Blatt recalled recently. "What makes great literature is not plot or character or narrative, but images, which operate at a much more profound level. That's what was at work here, and what I was trying to get at."

"Finally, I decided to go for a walk, and I went all over Cambridge mulling this paper. It was the middle of the night, and as I crossed the Anderson Bridge, I saw moonlight reflecting from a point on the bridge in a way I'd never seen before. I went up to investigate, and there it was: Drowned in the fading of honeysuckle."

"I was grappling with those seemingly pro-



The original plaque on Harvard's Anderson Bridge. Inset, William Faulkner.

found personal questions that so often come up when one works on something that matters a lot. Such as: Who am I to try to say anything about this wonderful thing? I guess you could call it classic undergraduate insecurity, but it's something that happens even now when I'm working

on the plaque and my feeling for it. The story delighted my mother, who loves to talk about her children, and in her rounds of Birmingham over the next few weeks, she retold my Faulkner escapade dozens of times. One day, she told it to her friend Stanley Stefancic, then

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on a project I care about. It's a hump you have to get over if you want to produce something you think is worth showing to the world. That night, it was seeing the plaque that got me over the hump."

THE Quentin plaque became something of a rage at Harvard soon after Walter and I made our pilgrimage in June 1972. That summer, Harvard Magazine published an article titled "Where, Why, Whence the Plaque?" soliciting clues leading to its maker. The magazine received numerous tips, but none led anywhere.

Fascinated by the mystery, I wrote my parents in Birmingham, Alabama, to tell them the

minister of the Unitarian Church, in whom she expected a ready audience because he had attended Harvard Divinity School. As she told the story, my mother recalled, Stefancic's eyes widened with wonder. He was silent for several moments, and then said slowly:

"Irene, I put that plaque there."

Stefancic explained that he never wanted to be discovered. But because of this uncanny coincidence, and because I was a southerner who loved Faulkner, he agreed at my mother's urging to tell me the plaque's history. I soon received from him a brief account of how he, his wife Jean, and a friend, Tom Sugimoto, came to love Faulkner while at Harvard in the mid-1960s.

Like me, they devoured the novels and short

stories, fixating on Quentin, Sugimoto, a Japanese-American graduate student in physics, and the Stefancics, midwesterners schooled in the Deep South, identified with Quentin's sense of displacement at Harvard. They also were captivated and saddened by his tragic idealism.

Stefancic shared only the most basic details. The plaque was affixed with epoxy glue on June 2, 1965, "a humid, foggy, rainy Cambridge evening," the 55th anniversary of Quentin's suicide. In a private ceremony at which only the Stefancics and Sugimoto were present, the words on the plaque, he wrote, "were not the words of Faulkner but were rather an allusion to the circumstances (the fading of honeysuckle) which caused Quentin to take his life."

The Stefancics and Sugimoto "once had hoped that only those who loved 'The Sound and the Fury' might discover it and appreciate its significance," Stefancic wrote, expressing disappointment that the private tribute had become so public.

As it turned out, Harvard Magazine's inquiry produced one tip pointing to Sugimoto, who then was working in Germany. The editors sent him a cable, asking for confirmation, but he did not respond. Several times over the last 13 years, the magazine called back Sugimoto, now an engineer with Hughes Aircraft in California, to ask again, but each time he demurred. "Mystery is more appealing than facts," he was quoted as saying.

Almost every year since then, my thoughts have drifted on June 2 to Quentin, Faulkner and the deep mysteries of the South. Sometimes the thoughts are only fleeting, but this year, the 75th anniversary of Quentin's suicide, I was seized with a desire to reopen the story of the plaque, to seek out Sugimoto and numerous other of Quentin's compatriots.

I called Stefancic, now a minister in San Francisco, with whom I had not communicated in 13 years, to find him still plumbing the Compson saga for truths. He said he gives his first sermon of every new year on the meaning of time, and this year opened it with the passage from "The Sound and the Fury" that I had read at the Anderson Bridge 13 years ago — the one describing Quentin's grandfather's watch as "the memento of all hope and desire."

"I said in my sermon, Stefancic said, 'that chronological time, or the Greek concept chronos, signifies nothing, while kairos, or time called the station saying he knew the entire history of the plaque, and vowing that 'steps would be taken' to reopen it in precisely the later, a new plaque appeared in the same fashion — anonymously in the New England dark."

I recently traveled to Cambridge, eager to retrace my familiar walk to the Anderson Bridge and to see the new plaque. This I did, but once there, I found a disappointing replica. It was, to be sure, in the same spot. But the wording was slightly different: Quentin Compson. Drowned in the odor of honeysuckle. 1891-1910.

As any Quentin devotee should know, there is no "odor of honeysuckle" in Cambridge. Quentin, in fact, lamented its absence, observing on one Cambridge night "the odor of summer and darkness except honeysuckle. Honeysuckle was the notion of fading, of something being lost, slowly and irreversibly, which was at the heart of the Compson saga."

Perhaps this is what Quentin was trying to tell us. There are moments in time that we hope never will pass. And yet time changes every thing, leaving us with memories and a sense of loss in place of the moments themselves. It is hard to believe at the time of a loss that there will be another such moment. But that is what leaving the South, leaving home, growing older are all about.

As with the fading of honeysuckle, there is also a fading of Faulkner. Sugimoto today counts Nabokov as his favorite writer, and my old friend Walter, now a senior editor at Time magazine, has also moved on. He still keeps on his bookshelf the copy of "Absalom, Absalom!" that we took to the bridge many years ago, but he no longer finds himself wrestling with the meaning of being southern or other themes of Quentin's life.

"The whole thing about the plaque — making about it, revering it — was part of those soporific, bull-session emotions that, when you grow up, you no longer immerse yourself in," he said. "That's one of the wonderful things about college: you're allowed to have moments like that. And then you grow up and you think: That was a little silly, wasn't it?"

Or was it? I too have drifted from Faulkner for years at a time. But my return to him has been entirely. It was a privilege to discover him as college student with time to stay up all night reading on a bridge in the moonlight. But it is a singular gift to reopen his books now, and find lingering there the sweet-sad scent of honeysuckle.

He said he had taken a course on Faulkner and other modern writers at the Massachusetts Institute of Technology "and one day we got off on a tangent and someone talked about some people at Harvard who had found a stone near the Charles River, and engraved on it was: 'I

Leif Ericsson landed on this spot and . . . Vinland.' Some years later, a worker found it, and it sounded official, and so it was cemented into place and made into a public monument."

"I thought that if I did that for Quentin, maybe one day someone would find it and mount it permanently."

"Quentin was like everybody: They want permanence," Sugimoto said. "They want constancy. And there's a part of them that likes to hurt. Quentin did that very well. He was afraid that time erased all memory and pain and the intensity of any feeling. And he was afraid of losing that intense love and need of Caddy. And therefore he killed himself so that he would stop time. That appeals to me. I liked the idea. It was almost a heroic attempt — to stem the tide of time. It's idealistic. You want to keep something beautiful, something that you cherish. And yet you know in your heart of hearts that it will not last. Even though it won't last, you'll survive it or you'll endure."

SUGIMOTO paused for a moment, apparently weighing whether to go on. "You know, I'm rather disappointed that I've said all this," he said. "The Harvard Magazine has been looking for many years for the person who put up the plaque, and I've never acknowledged it. I think it means a lot more when people say it was some love-crazed Radcliffe girl or some professor who lost his job. That's why I like the idea of it not having been put up by an ordinary person who was an engineering student; it takes all the charm out of it."

I would have felt bound by Faulknerian honor to carry this secret to the grave were it not for my recent discovery that the plaque as I knew it no longer exists.

It disappeared in the spring of 1983, when Cambridge city construction crews cracked it off while refurbishing the Anderson Bridge. Joseph Blatt, who in 1983 still walked by the plaque daily on his way to work as a Boston television producer, noticed its absence immediately. He called city and construction company officials in hopes of locating it, with no success.

At the time, Blatt persuaded colleagues at Boston's public television station, WGBH, to feature the missing plaque on the nightly news of June 2, 1983, the 73d anniversary of Quentin's suicide. Within 24 hours, he said, a viewer called the station saying he knew the entire history of the plaque, and vowing that "steps would be taken" to reopen it in precisely the later, a new plaque appeared in the same fashion — anonymously in the New England dark."

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ARTS / LEISURE

Life Is a Cabaret, Old Chum, on London Stage This Summer

By Sheridan Morley
International Herald Tribune

LONDON — Life, as Sally Bowles used to observe to Christopher Isherwood with monotonous regularity, is a cabaret. Old chum, and London this summer is full of it. Alternative Royal Shakespeare Company and foreign-theater festivals may be attracting more critical attention elsewhere this week, but there can be little doubt that there's more high-class cabaret around the

whitest impression of Paul Robeson I have ever seen. But even in this summer of vintage and classic musicals all over town, there is no musical moment more hauntingly evocative than the one when Welch comes out of the Warehouse darkness to find her spotlight for "Smoke Gets in Your Eyes." Now in her middle 70s, and a survivor of the "Broadway Blackbirds" of 1928, Welch is the last of the great cabaret stars from the 1930s still to be making a living at it, and her appearance at The Warehouse should be a cause for celebration and lines and standing ovations for anyone who cares even remotely about the prewar greatness of the American musical theater.

BRITISH THEATRE

West End this August than at any time since they closed the Café de Paris and the nightingales stopped singing in Berkeley Square.

Consider The Warehouse in Covent Garden: over the past few weeks there, a guest management run by David Kernan and Peter Wilson have brought us a loving tribute to Ethel Merman by Libby Morris and an eccentric tribute to June Havoc by June Havoc. In the early part of the Warehouse evening at present can be found the jewel in their crown, "Jerome Kern Goes to Hollywood," for which Kernan, alongside Liz Robertson, Elaine Delmar and Elizabeth Welch belt through a two-hour sing-along of 40 Kern standards from "The Song Is You" and "I Won't Dance" all the way across the years to "Look for the Silver Lining" and "Make Way for Tomorrow."

Later every night on that same Warehouse stage, Marian Montgomery and Jane Carr and Gaye Brown are to be found in "Friends of Dorothy," an ambitious attempt to unite and celebrate the very different talents of Dorothy Parker and Dorothy Fields, presumably on the theory that both shared the same Christian name and lived through roughly the same Algonquin years. It might in fact have made more sense to link Fields with Kern, since they at least wrote five film scores together: the problem with Parker and Fields is essentially how very little they had in common. Parker was an acid satirist still famous for her short stories, cracks like "Men never make passes at girls who wear glasses" and a review of Katharine Hepburn performance "naming the gamut of emotion from A to B." Fields was an agile Broadway lyricist who wrote the book for "Annie Get Your Gun" (an achievement oddly ignored here) as well as a dozen classic nightclub numbers with Jimmy McHugh from "I Can't Give You Anything but Love" all the way to "On the Sunny Side of the Street."

But as those titles might suggest, Fields was an altogether more upbeat and up-tempo lady than Parker, and her songs therefore sometimes lie oddly alongside the more cynical Parker sketches that have in any case dated horrendously in the half-century since they first reached The New Yorker. Only at the very end of her long songwriting career, with the Cy Coleman collaborations on "Sweet Charity" and "Seesaw," did Fields's songs begin to suggest that life might be rather less than wonderful, and by that time Parker was already long dead.

Rising above that central problem, Jane Carr and Gaye Brown form themselves into a double-act strongly reminiscent of a female Laurel and Hardy, while the more elegantly languid Marian Montgomery takes care of the torch singing. Ian Judge's agile production gives us at least one totally unknown number from "Sweet Charity" (out on the pre-Broadway tour, presumably, and wrongly) but "Friends of Dorothy" could still do with some of the editorial expertise that Vosburgh has clearly brought to the Kern.

Over at the Ritz Hotel meanwhile, Steve Ross is back for his second successive sum-

mer at the restaurant piano: the greatest American performer-archivist of lost show songs is still doing a lot of Coward and Porter and Kern, but in there somewhere are some even rarer and more exotic gems. It's not often, for instance, that you get to hear a song by Anthony Burgess composed 20 years ago for a Broadway musical of "Cyrano de Bergerac," nor yet the "Wild Wild Weather" that was Coward's last and most heartbreaking love song. Both are in the Ross repertoire, amid many other treasures.

"Fight" is the kind of tale that Damon Runyon might have written had he gone West and turned a lot nastier. It is shot through with a weary cynicism about man's inhumanity to man and beast alike, but in there too is a lyrical kind of nostalgia for a better West.

Not for the first time, Stoke has pulled together on minimal Bush resources one of the strongest ensemble casts in town, and the result is a powerhouse of memorable performances. If you can imagine "Oklahoma!" rewritten by the rotten and rotting Jud, you'll have some idea of what is at stake here beyond the \$1,500 riding on the dogs. "This," as Norton memorably notes, "is God's crockpot and we're what's cooking." "California Dog Fight" is an acidly funny and unmissable account of the American success-dream becoming a nightmare; and to the old observation that there are no second acts in American lives, one might just add that there are no longer many in its theaters either.

8 Stolen Artworks Found in Box

SAN FRANCISCO — Eight artworks valued at around \$500,000, including two ink drawings by Pablo Picasso, were found in a box at a shopping center after they were reported missing from the Museum of Modern Art, police said Tuesday. Police were tipped off by an anonymous telephone call Monday.



Rostal on musical prodigy: "I never resisted."

Max Rostal: A Full Life As a Master Violinist

By Andrew Clark

BERN — Max Rostal first played the violin at the age of 5. At 10, a musical prodigy, he was entertaining the Austrian aristocracy. When he was 15, his mother took him to Berlin to study under the famous violinist Carl Flesch, and before the age of 20, Rostal was concertmaster of a professional symphony orchestra and touring the world as a soloist.

"I never resisted the forces that made me a musical prodigy," he said. "In those days you shut your mouth and did what was asked of you. I know I had a privileged position, but I was not entirely enthusiastic about it because my colleagues were quite jealous and often used to beat me up!"

Today Max Rostal, who will be 80 Aug. 7, takes pride in a different reputation: that of Europe's best-known violin teacher. Over the past 30 years thousands of aspiring string players have passed through his classes. Leon Spitzer, concertmaster of the Berlin Philharmonic, Ulf Hoelscher and Uto Ughi, both well-known concert violinists, Thomas Filtz, leader of the Camerata Bern, all studied intensively with Rostal. Perhaps his best-known pupils are the three Austrian-born members of the Amadeus Quartet, whose release he secured from British internment in London at the start of World War II and who were to develop under his tutelage into world-class string players.

After three years as assistant to Flesch, whom he describes as "the father of modern violin playing," Rostal became a professor of violin at Berlin in the early 1930s, moving after the Nazis came to power to London's Guildhall School of Music and Drama. Rostal now has British and Swiss nationality, having settled in the Swiss capital in 1958 mainly for health reasons. Last month he gave his final master-class at the Bern Conservatory, and gave up all formal teaching commitments to devote himself to writing an autobiography and completing an advanced guide for students and teachers, "The Art of Violin Playing."

A short, dapper man who takes a swim at his holiday home overlooking Lake Thun most days in summer, Rostal does not look his 80 years. His white beard gives him the air of a guru, and in measured, slightly accented English, he speaks with a casual suggestion of experience and relish for life.

He regards his teaching methods as an evolution of the approach adopted by Carl Flesch. The only fundamental difference is in their personal style. Rostal describes Flesch as a dictator, not a father

figure with whom students could discuss easily. "Some couldn't stand him for that."

Rostal explains his approach to individual teaching as a two-stage development: "At first the student does exactly what I ask in terms of technique and musical ideas. When he has reached a kind of maturity, the reins are slightly loosened and one helps him to develop individual personality while still keeping his overall development under check, dividing the good from the bad in whatever new things he tries."

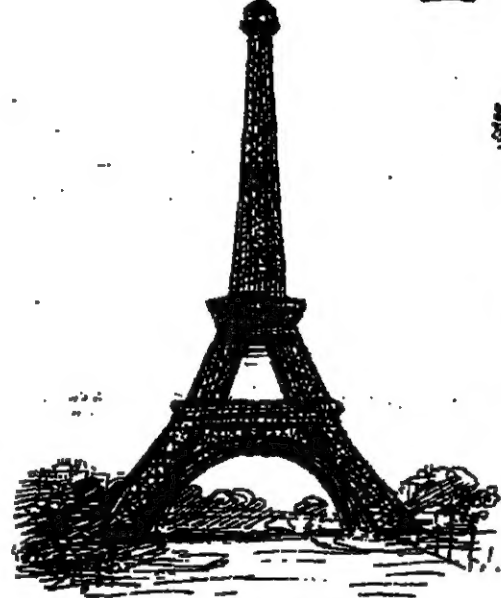
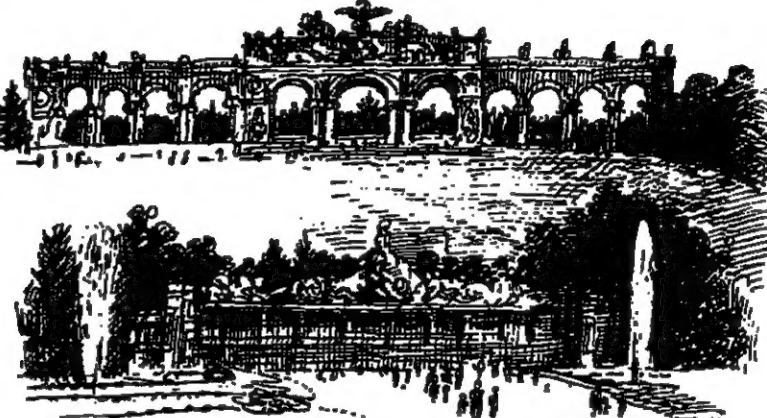
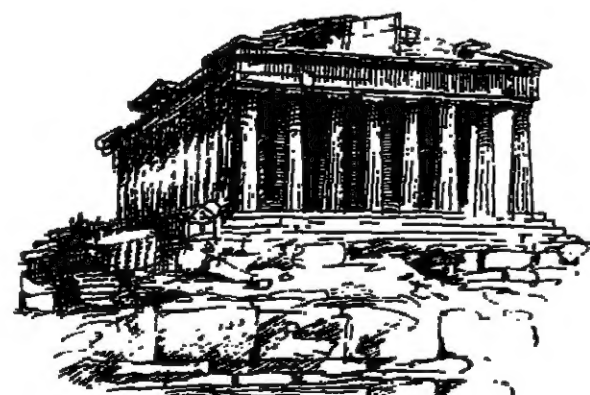
Rostal adjudicates at international violin competitions, and noted the increasing influx of Asians into Western musical circles and the abiding traces of national schools in the international world of music. "The Japanese are so wonderful at copying, and the technical standard is astounding," he said, "but sometimes their playing is lacking in personality. There are exceptions, of course, but on the whole the Koreans have more personality. Then in the United States, you find a tremendous affinity with the Russian school — indeed you can speak of a Russian school in America, because most of the great American violinists are of Russian origin." Jascha Heifetz, Isaac Stern and Nathan Milstein, all of whom have had a major influence on new generations of American violinists, were all born in Russia.

"That style is characterized by the highest degree of technical perfection," Rostal said. "But in some cases it is lacking in what I would call European culture — the understanding of the great German and Austrian composers, Bach, Beethoven, Brahms, Schubert and Mozart. The understanding of these composers is not so near to their heart as to be a natural inheritance. Non-Europeans can sometimes get it — but it is not quite natural to them. So styles of playing have been internationalized only up to a point. And of course each interpreter must be capable of feeling the music of different countries. In that respect we are actors, trying to play Spanish music in a Spanish way, Bartok in a Hungarian way."

He is optimistic for the state of the art. "We don't know exactly how Paganini and Sarasate played," he said, referring to two great 19th-century masters, "but I doubt if the overall standard in violin playing was as high as today. For me it has been an absorbing activity, combining the best of work and hobby. If you asked me what I'd do if I had my life over again, I'd say exactly the same."

Andrew Clark is a journalist and music critic based in Switzerland.

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NYSE Most Actives				
Vol.	High	Low	Last	Chg.
Eastair	17841	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2

Dow Jones Averages				
Open	High	Low	Last	Chg.
Index	1340.37	1332.40	1334.10	+ 2.54
Transp.	479.31	484.93	482.12	+ 2.81
Indus.	350.84	348.22	348.70	+ 1.62
Comp.	350.84	348.22	348.70	+ 1.62

NYSE Index				
	High	Low	Close	Ch'ge
Composite	109.92	109.57	109.58	+0.08
Industrials	109.92	109.57	109.58	+0.08
Transp.	110.43	109.89	110.43	+0.28
Utilities	57.91	56.55	57.01	+0.45
Finance	114.94	114.59	114.84	+0.56

Odd-L of Trading in N.Y.

**Tuesday's
NYSE
Closing**

Vol. at 4 P.M. 182,270,000
Prev. 4 P.M. vol. 153,662,000
Prev. consolidated close 113,294,348

Trades include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.
Via The Associated Press

AMEX Diaries				
Advances	Declines	Unchanged	Volume	Value
222	155	20	2,568,000	2,568,000
Declined	155	20	2,568,000	2,568,000
Unchanged	20	20	2,568,000	2,568,000
Volume	2,568,000	2,568,000	2,568,000	2,568,000
Value	2,568,000	2,568,000	2,568,000	2,568,000

NASDAQ Index				
Close	Chg.	Week Ago	Year Ago	
209.24	+0.24	207.70	207.70	
Composite	+0.24	207.70	207.70	
Industrial	+0.24	207.70	207.70	
Finance	+0.24	207.70	207.70	
Utilities	+0.24	207.70	207.70	
Transport	+0.24	207.70	207.70	

AMEX Most Actives				
Vol.	High	Low	Last	Chg.
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2
Unicom	15020	24 1/2	24 1/2	+ 1/2

Dow Jones Bond Averages				
Close	Chg.			
Govt	75.78	-0.02		
Utilities	75.78	-0.02		
Industrials	75.78	-0.02		

NYSE Diaries				
Advances	Declines	Unchanged	Volume	Value
703	359	1114	2,568,000	2,568,000
Declined	359	1114	2,568,000	2,568,000
Unchanged	1114	1114	2,568,000	2,568,000
Volume	2,568,000	2,568,000	2,568,000	2,568,000
Value	2,568,000	2,568,000	2,568,000	2,568,000

Odd-Lot Trading in N.Y.				
July 29	Buy	Sell	Chg.	
174,540	52,728	42,812	+10,916	
174,540	52,728	42,812	+10,916	
174,540	52,728	42,812	+10,916	
174,540	52,728	42,812	+10,916	
174,540	52,728	42,812	+10,916	

	High	Low	Close	Chg.
Industrials	211.74	210.54	211.54	+0.28
Transp.	176.81	175.49	176.44	+0.25
Utilities	83.41	82.62	83.48	+0.78
Finance	22.78	21.36	22.05	-0.13
Composite	190.65	189.30	189.93	+0.33

AMEX Soles				
4 P.M. volume	Prev. 4 P.M. volume	Prev. consol. volume		
7,000,000	6,400,000	6,400,000		

AMEX Stock Index				
High	Low	Close	Chg.	
230.60	227.48	230.33	+0.51	

NYSE Prices Finish Mixed

Compiled by Our Staff From Dispatches

NEW YORK — Prices turned in a mixed showing Tuesday on the New York Stock Exchange, leveling off after Monday's broad decline.

The Dow Jones average of 30 industrials was up 2.24 to 1,346.1 at the close, but declines outpaced advances by about 5 to 4. Volume totaled 102.27 million shares, up from 95.96 million in the previous session.

The NYSE's composite index edged up .08 to 109.58.

At the American Stock Exchange, the market value index was down .51 at 233.03.

Analysts said Monday's Big Board drop prompted some further selling early Tuesday to cash in profits from the market's late-spring and early-summer rally to record highs.

Wall Street has turned cautious as interest rates have stopped falling and moved back up a bit in recent weeks. Some doubts have been voiced over whether rates got low enough to foster the kind of revival in economic growth that many market participants have been hoping for.

At the same time, progress toward reducing the federal budget deficit has proved to be elusive. On Monday, President Ronald Reagan

rejected primary elements of a Senate budget proposal, including a proposed \$5-a-barrel tax on oil imports.

However, as Tuesday's session passed, selling pressure proved to be light, and blue-chip issues began to attract some buyers.

Eastern Airlines led the advances, gaining 1/2 to 9%. A published article said some analysts believe the stock can make further gains now that the carrier is earning a profit.

IBM gained 1/2 to 130.9. Digital Equipment, which fell 1/2 Monday, rebounded 1 1/2 to 100.9. Texas Instruments, which dropped 3/4 Monday, jumped 1 1/2 to 104.9.

Elsewhere, Cray Research fell 1 1/2 to 95 and Data General eased to 40.

Union Carbide, which announced a reorganization of operations, jumped 1 1/2 to 52 1/2. The company said its business has shifted into specialty services and growth businesses.

William Lefevre of Purcell, Graham & Co. said the stock market responded positively to news that U.S. Steel Corp. raised its dividend.

The company increased the quarterly payment to 30 cents per share from 25 cents. The company also reported second quarter earnings of 93 cents per share compared with \$1.04. U.S. Steel stock rose 1/2 to 30 1/2, a 52-week high.

12 Month High	Low	Stock	Div.	Yld.	PE	52 Wk High	Low	Close	Chg.
29 1/2	28 1/2	IBM	3.00	4.0	12.5	29 1/2	28 1/2	130.9	+ 1/2
29 1/2	28 1/2	Digital	1.00	4.0	12.5	29 1/2	28 1/2	100.9	+ 1 1/2
29 1/2	28 1/2	IBM	3.00	4.0	12.5	29 1/2	28 1/2	130.9	+ 1/2
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29 1/2	28 1/2	SGS	1.00	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	EDO	.28	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Radial	2.36	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	EPG	1.75	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
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29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0	12.5	29 1/2	28 1/2	100.9	
29 1/2	28 1/2	Elpro	.32	4.0					

Statistics Index

AMEX price	P.12	Exporters report	P.11
AMEX stock	P.12	Flow rate	P.10
NYSE price	P.8	Gold market	P.9
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WEDNESDAY, JULY 31, 1985

INTERNATIONAL MANAGER

How to Eliminate the Loser
In Corporate Negotiations

By SHERRY BUCHANAN
International Herald Tribune

LONDON — You don't have to be a bully to get what you want from a boss, an employee or a client. According to some negotiating experts, the name of the game is not to kill first to avoid being killed. On the contrary, a successful negotiation results in a "win/win" situation. Each side ends up gaining something.

"Corporations are killing each other in there," said Gerald I. Nierenberg, one of the early developers of negotiation training and the author of several best-selling U.S. books on the subject. "In a successful negotiation, everybody wins." Since 1960, Mr. Nierenberg has trained 135,000 managers to develop negotiating skills. He said managers involved in negotiations usually fail on two counts: They are not prepared, and they don't evaluate properly what the other person is thinking. "Be prepared in depth, read the other's mind and evaluate the emotional climate," he said.

But the message is difficult to get through to many executives who believe that being aggressive and tough is what will get them what they want. "The old idea was the harder I hit you over the head, the more I'll get," said Chris James, in charge of management development at Touche Ross & Co., the British accounting firm. "You never thought, for instance, that once the person's head was broken, the whole deal was lost."

As a result, those in negotiation training often have to reassure some overly aggressive executives that by listening to the other side they won't turn into wimps. "What managers have to learn is a more interactive approach," said Peter Fleming, previously a sales manager with a British company who now trains managers in negotiating skills at the British Institute of Management, International Computers Ltd., and BMW GB Ltd. "But then the guy thinks you're asking him to be soft. That's the biggest problem."

There is recognition that overall can be detrimental to the executive's own and the company's interests. Some U.S. companies send their overly aggressive managers to assertiveness training courses to be debriefed. Malcolm E. Shaw, who has trained managers for 15 years at the American Management Association in New York, coaches overly aggressive executives to distinguish between being aggressive and being assertive.

AGGRESSIVE behavior is hostile, injurious or destructive behavior. Being assertive is getting your case across in a positive way without being abusive. Other companies recognize that, even within their own ranks, managers have to learn to negotiate with each other rather than wage territorial warfare. "That's what we are after, maximizing the win/win situation," said Roy Williams, head of management training and development at Imperial Tobacco Ltd.

Among its management development courses, the diversified British group has recently set up training in negotiating skills for its sales, distribution and production departments. The department has been at longhairs instead of negotiating a solution for better quality customer service. "You need negotiating skills to work out conflict," Mr. Williams said.

There are a proliferation of experts in negotiation training in the United States, England and Scandinavia. In England, there are 17 institutions — without counting the individual consultants and training experts — that provide courses in negotiating skills such as the British Institute of Management, the Institute of Chartered Accountants and the Industrial Society, a training and advisory service for industry.

Courses in negotiating skills are not as prevalent in France, West Germany or Italy, where many companies believe that negotiation is not something that can be taught but a talent that you are born with. Training in negotiating skills is available at the

(Continued on Page 11, Col. 2)

Currency Rates

Cross Rates	U.S.	DM	FF	Y	S	Y	Y
Amsterdam	2.367	4.532	12.465	36.95	8.167	17.55	13.93
Brussels	2.367	4.532	12.465	36.95	8.167	17.55	13.93
Frankfurt	2.367	4.532	12.465	36.95	8.167	17.55	13.93
London	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Paris	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Switzerland	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Japan	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Italy	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Spain	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Sweden	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Denmark	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Norway	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Finland	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Greece	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Portugal	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Belgium	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Netherlands	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Australia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
New Zealand	1.667	3.234	8.710	24.68	5.714	12.465	10.74
South Africa	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Argentina	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Brazil	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Chile	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Colombia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Costa Rica	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Cuba	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Ecuador	1.667	3.234	8.710	24.68	5.714	12.465	10.74
El Salvador	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Honduras	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Guatemala	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Guinea	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Guinea-Bissau	1.667	3.234	8.710	24.68	5.714	12.465	10.74
India	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Indonesia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Iran	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Israel	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Italy	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Japan	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Korea	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Malaysia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Mexico	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Morocco	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Nicaragua	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Norway	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Peru	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Philippines	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Poland	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Portugal	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Romania	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Saudi Arabia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Senegal	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Singapore	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Slovakia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Slovenia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Spain	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Sweden	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Switzerland	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Taiwan	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Tanzania	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Thailand	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Togo	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Tunisia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Turkey	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Uganda	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Ukraine	1.667	3.234	8.710	24.68	5.714	12.465	10.74
United Kingdom	1.667	3.234	8.710	24.68	5.714	12.465	10.74
United States	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Uruguay	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Venezuela	1.667	3.234	8.710	24.68	5.714	12.465	10.74

Other Dollar Values	U.S.	DM	FF	Y	S	Y	Y
Argentina	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Australia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Belgium	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Brazil	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Canada	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Chile	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Colombia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Costa Rica	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Cuba	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Ecuador	1.667	3.234	8.710	24.68	5.714	12.465	10.74
El Salvador	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Honduras	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Guatemala	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Guinea	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Guinea-Bissau	1.667	3.234	8.710	24.68	5.714	12.465	10.74
India	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Indonesia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Iran	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Israel	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Italy	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Japan	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Korea	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Malaysia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Mexico	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Morocco	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Nicaragua	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Norway	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Peru	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Philippines	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Poland	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Portugal	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Romania	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Saudi Arabia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Senegal	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Singapore	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Slovakia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Slovenia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Spain	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Sweden	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Switzerland	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Taiwan	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Tanzania	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Thailand	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Togo	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Tunisia	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Turkey	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Uganda	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Ukraine	1.667	3.234	8.710	24.68	5.714	12.465	10.74
United Kingdom	1.667	3.234	8.710	24.68	5.714	12.465	10.74
United States	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Uruguay	1.667	3.234	8.710	24.68	5.714	12.465	10.74
Venezuela	1.667	3.234	8.710	24.68	5.714	12.465	10.74

Sources: Banque de Belgique (Brussels); Banca Commerciale Italiana (Milan); Banque Paribas (Paris); Bank of Tokyo (Tokyo); IMF (Washington); BAH (Basel); Reuters and AP. Other data from Reuters and AP.

Interest Rates

	Dollar	D-Mark	Swiss Franc	Sterling	French Franc	ECU	SDR
1 month	7 1/4-8 1/4	4 3/4-5 1/4	4 1/4-4 3/4	11 1/4-11 1/2	10 1/2-11 1/2	8 1/4-8 3/4	7 1/4
2 months	8 1/4-8 1/2	4 3/4-5 1/4	4 1/4-4 3/4	11 1/2-11 1/2	10 1/2-11 1/2	8 1/4-8 3/4	7 1/2
3 months	9 1/4-9 1/2	4 1/2-5 1/4	4 1/4-4 3/4	11 1/2-11 1/2	10 1/2-11 1/2	8 1/4-8 3/4	7 3/4
6 months	10 1/4-10 1/2	4 1/2-5 1/4	4 1/4-4 3/4	10 1/2-11 1/2	10 1/2-11 1/2	8 1/4-8 3/4	8 1/4
1 year	10 1/2-11	5 1/4-5 1/2	4 1/2-5 1/4	10 1/2-11 1/2	11-12	9 1/4-9 1/2	8 1/2

Sources: Morgan Guaranty (Dollar, DM, SF, Pound, FF); Lloyds Bank (ECU); Reuters (SDR). Rates applicable to interbank deposits of \$1 million minimum (or equivalent).

Tuesday's NYSE Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.
In The Associated Press

12 Month High Low Stock Div. Yld. PE 52 High Low Stock Div. Yld. PE

(Continued from Page 8)

12 Month High Low Stock Div. Yld. PE	52 High Low Stock Div. Yld. PE
41 1/2 32 1/2 NSP 1.00 1.00 1.00 1.00	100 1/2 100 1/2 100 1/2 100 1/2
41 1/2 32 1/2 NSP 1.00 1.00 1.00 1.00	100 1/2 100 1/2 100 1/2 100 1/2
41 1/2 32 1/2 NSP 1.00 1.00 1.00 1.00	100 1/2 100 1/2 100 1/2 100 1/2
41 1/2 32 1/2 NSP 1.00 1.00 1.00 1.00	100 1/2 100 1/2 100 1/2 100 1/2
41 1/2 32 1/2 NSP 1.00 1.00 1.00 1.00	100 1/2 100 1/2 100 1/2 100 1/2
41 1/2 32 1/2 NSP 1.00 1.00 1.00 1.00	100 1/2 100 1/2 100 1/2 100 1/2
41 1/2 32 1/2 NSP 1.00 1.00 1.00 1.00	100 1/2 100 1/2 100 1/2 100 1/2
41 1/2 32 1/2 NSP 1.00 1.00 1.00 1.00	100 1/2 100 1/2 100 1/2 100 1/2
41 1/2 32 1/2 NSP 1.00 1.00 1.00 1.00	100 1/2 100 1/2 100 1/2 100 1/2
41 1/2 32 1/2 NSP 1.00 1.00 1.00 1.00	100 1/2 100 1/2 100 1/2 100 1/2

Floating-Rate Notes

July 30

Issuer/Note Coupon Rate Bid Ask

Issuer/Note	Coupon Rate	Bid	Ask
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2

RÈGLEMENT DE GESTION DU FONDS CORTEA INTERNATIONAL

Modification de l'Article 19

Article 19: Garantie

Paribas Asset Management Inc., New York, en tant qu'actionnaire de la Société de Gestion et la Banque Paribas (Luxembourg) S.A., Luxembourg en tant qu'actionnaire de la Société de Gestion et en tant que Banque Dépositaire garantissent conjointement et solidairement l'observation par la Société de Gestion de toutes les clauses et conditions du présent Règlement.

Fait à Luxembourg

Pour Cortea Gestion S.A.

INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed) July 30, 1985

Net asset value quotations are supplied by the Funds listed with the exception of some funds based on bid prices. The marginal symbols indicate frequency of quotations supplied: (d) - daily; (w) - weekly; (b) - bi-monthly; (r) - quarterly; (i) - irregularly.

ALM BANK MANAGEMENT CO. INC.	FIDELITY FUND INC.	WELLS FARGO FUND INC.
ALM Bank Management Co. Inc.	Fidelity Fund Inc.	Wells Fargo Fund Inc.
ALM Bank Management Co. Inc.	Fidelity Fund Inc.	Wells Fargo Fund Inc.
ALM Bank Management Co. Inc.	Fidelity Fund Inc.	Wells Fargo Fund Inc.
ALM Bank Management Co. Inc.	Fidelity Fund Inc.	Wells Fargo Fund Inc.
ALM Bank Management Co. Inc.	Fidelity Fund Inc.	Wells Fargo Fund Inc.
ALM Bank Management Co. Inc.	Fidelity Fund Inc.	Wells Fargo Fund Inc.
ALM Bank Management Co. Inc.	Fidelity Fund Inc.	Wells Fargo Fund Inc.
ALM Bank Management Co. Inc.	Fidelity Fund Inc.	Wells Fargo Fund Inc.
ALM Bank Management Co. Inc.	Fidelity Fund Inc.	Wells Fargo Fund Inc.

Non Dollar

Issuer/Note Coupon Rate Bid Ask

Issuer/Note	Coupon Rate	Bid	Ask
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2
Alfred E. Smith	7 1/2%	100 1/2	100 1/2

Safeguards Sought In Futures Trade

Washington Post Service

WASHINGTON — U.S. regulators have taken steps to improve safeguards for commodity traders in the aftermath of a gold scandal in March that has tied up \$13 million in customer funds.

The Commodity Futures Trading Commission voted unanimously Monday to seek public comment on proposals to increase capital requirements for companies and to set margin guidelines for certain risky options transactions.

The agency also sought comment on how best to transfer or liquidate individuals' accounts when a commodity brokerage firm goes broke and asked the National Futures Association, a self-regulatory organization, to study establishing an investor insurance fund.

On March 20, Volume Investors Corp., a member of the Commodity Exchange in New York, collapsed when it was unable to come up with funds to meet a margin call by the Comex clearing house. The broker's default was caused by the failure of three customers to come up with \$26 million to cover losses on gold options.

The customers, apparently reckoning that gold prices would fall, had sold short-call options promising to sell gold at a fixed price. When gold soared \$44 an ounce overnight, they were unable to cover their losses. Volume Investors failed and its collapse tied up the accounts of about 100 other customers.

Futures options give the buyer the right to buy or sell a futures contract on a commodity. A short-call option means that the option writer, who bets that the price of the commodity will decline or remain stable, has to deliver the contract or its cash equivalent if the price goes up.

Last week, Volume Investors' owners agreed to a tentative settlement that calls for a payment of \$2.5 million in cash and a \$1.6-million promissory note. In exchange, Comex agreed not to take action for violation of its rules.

NYSE Highs-Lows

NEW HIGHS

NEW LOWS

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

NYSE Highs-Lows

BUSINESS ROUNDUP

Bank of America to Cut 2,000 Jobs Worldwide

Compiled by Our Staff From Dispatches
SAN FRANCISCO — Bank of America announced Tuesday a reorganization of its world banking division that will eliminate 2,000 jobs, about 10 percent of the division's staff.

The jobs will be eliminated worldwide in 12 to 18 months under the plan, which officials said would save more than \$60 million a year. Other elements of the plan include reorganization of the bank's North America division and further integration of commercial and investment banking activities, officials said.

"The actions that we will take in the months ahead will strengthen our worldwide network delivery ca-

pability and better enable us to grow and build our core international business," said Robert W. Frick, vice chairman of BankAmerica Corp.

The news followed an announcement that BankAmerica, the parent of Bank of America, which reported a net loss of \$338 million for the second quarter, is seeking to sell FinanceAmerica Corp., a commercial and consumer finance company with nearly \$3 billion in assets.

BankAmerica acquired the finance company 11 years ago for \$400 million. It includes a consumer-finance wing with 250,000 customers and makes loans out of 300 offices in 42 states. The unit has been profitable since it was ac-

quired, a bank official said, but had profits of only \$20 million last year on assets of \$2.8 billion.

The sale of the unit is expected to bring BankAmerica \$300 million to \$400 million, Wall Street analysts said.

Part of the reorganization plan announced Tuesday calls for creation of a single worldwide organization called Global Trading that will handle foreign exchange and securities trading 24 hours a day. Other activities, such as correspondent banking and trade finance, will be handled by a new unit called Network Markets.

David A. Coulter, a vice president who headed the task force that recommended the changes, was

named chief administrative officer of the world banking division.

Last week, BankAmerica said it was considering several moves to cut its losses, including the closure or sale of 10 to 15 of its 99 branches in Latin America and the Caribbean.

The company said the layoffs are part of a major restructuring that will concentrate on gaining business from larger corporations and on customers that can take advantage of the bank's global network.

Another objective will be to combine foreign exchange, money and securities trading now handled in London, New York, Tokyo and San Francisco, under a single organization. (UPI, Reuters, LAT)

Burton PLC Bid For Debenhams Predicted to Fail

International Herald Tribune
LONDON — House of Fraser PLC has a strong chance to block Burton Group's £250-million (£781-million) bid to take over Debenhams PLC, investment analysts said Tuesday.

Fraser, which owns Harrods and 100 other British department stores, said it had raised its stake in Debenhams to 17.52 percent and would continue to buy shares in the company, which also operates department stores. Fraser said it would reject Burton's bid as "inadequate."

Debenhams and Fraser said that they intended to cooperate in their credit-card operations, merchandising and distribution, assuming that the Burton bid fails to win control of Debenhams by Friday's deadline.

On the London Stock Exchange, Debenhams shares slipped 8 pence, to close at 313 pence, below Burton's cash offer of 327 pence a share, reflecting doubt over the bid's chances of success.

Several analysts said the likely outcome is too close to call. But analysts at both Wood, MacKenzie & Co. and James Capel & Co. said the odds seemed to have moved against Burton.

Burton, a clothing retailer, is backed in its bid by Habitat Mothercare PLC, another British retailer.

BUSINESS PEOPLE

Pan Am Names Executive in Europe

By Brenda Hagerty
International Herald Tribune

LONDON — Pan American World Airways has announced the appointment of a top executive in Europe at a time when the airline is experiencing "a banner trans-Atlantic summer season" and is making plans to expand its European operations next summer.

The New York-based carrier named Frederick Reid managing director for France, Spain, Portugal and North Africa. Based in Paris, he succeeded Armand Aré, who has become Pan Am's regional managing director for the southeast United States, based in Miami.

Mr. Reid turned over his duties as the airline's director for India, Bangladesh, Sri Lanka and Nepal to Randall Johnson, who formerly was based in Johannesburg as head of South African operations.

Earlier this year Pan Am announced its intention to sell its Pacific routes to United Airlines. That move, and the airline's projections that Americans will continue to travel to Europe in record numbers while U.S. travel by Europeans will blossom in 1986, has led to Pan Am's emphasis on expanding its European operations.

Pan Am, which reported a 19-percent increase in trans-Atlantic passenger traffic in June, said last week that during the 1986 peak summer season it will operate 199 weekly nonstop flights between the United States and Europe. That will be a 36-percent increase from the current peak season.

Gulf International Bank of Bahrain has named Ghazi M. Abdul

Jawad, formerly assistant general manager, to general manager. He succeeds Sultan N. al-Sawaydi, who joined Abu Dhabi Commercial Bank.

Bank Julius Baer & Co., Zurich, said Hardy Böckli, head of its precious metals department, is leaving the bank at year's end to establish his own consulting firm. Diego Rusca will take on the responsibility for trading in precious metals on Jan. 1.

Taiyo Kobe Bank Ltd. has set up a subsidiary in London that will

serve as the vehicle for its international capital markets activities. The unit, Taiyo Kobe International Ltd., is headed by Shouchi Masaki and Susumu Suzuki.

Hewlett-Packard Co., a U.S. maker of electronic instruments and computers, has named John Golding U.S. sales manager for personal computers. Succeeding him in Geneva as European sales manager for PCs is Roland Fleischman. Kalevi Puutu was named to succeed Mr. Golding as marketing manager for personal computers in Europe.

Union Carbide Reorganization Is Said To Include Naming 2 'Co-Presidents'

The Associated Press
DANBURY, Connecticut — Union Carbide Corp. will reorganize its top management, creating two "co-presidents" for the giant chemicals company, according to a published report Tuesday.

The reorganization was expected to include naming Alec Flamm, now president and chief operating officer, to a new position of vice chairman, the News-Times of Danbury reported. Replacing Mr. Flamm and becoming co-presidents will be Robert D. Kennedy and Heinn F. Tomfohrde 3d, the newspaper reported.

Mr. Kennedy will be a co-president with responsibility for the company's industrial operations, while Mr. Tomfohrde will be a co-president with responsibility for the chemical operations, the newspaper said.

The reorganization would follow steps taken last week by Carbide's board to amend corporate bylaws to make a hostile takeover more difficult and less lucrative for any potential buyer. The company's stock price has been under pressure since the chemical leak last December at a Union Carbide plant in Bhopal, India, that killed about 2,500 people. Billions of dollars in lawsuits have been filed against the company because of the disaster.

In addition, the News-Times reported that Union Carbide is expected to offer its employees an early-retirement program aimed at reducing its worldwide employment levels about 15 percent. Carbide employs about 2,900 people at its corporate headquarters, about 48,400 in its domestic operations, and another 46,700 people worldwide.

Rockefeller Group to Offer Shares in Manhattan Center

By Steven E. Prokesh
New York Times

NEW YORK — The Rockefeller Group, the investment company owned by descendants of John D. Rockefeller Jr., has announced that it plans to raise \$1.1 billion in a transaction that could ultimately result in 60-percent public ownership of Rockefeller Center.

The transaction involves the creation of a new company, Rockefeller Center Properties Inc., that would own the 12 landmark buildings and the 11.7 acres (4.7 hectares) of property beneath them in a three-block area. That includes 6.2 million square feet (560,000 square meters) of office and retail space. The buildings and land have an appraised value of \$1.6 billion.

Sheldon Sevak, a partner at Goldman, Sachs & Co., which is the lead manager in the offering, said Monday that the transaction would be "by far the largest real estate financing in history and one of the largest initial public offerings ever done in the United States."

The new company, which will be a real estate investment trust, intends to sell 30 million shares at \$20 a share in the United States to raise \$600 million. It also hopes to raise \$500 million by offering convertible debentures outside the United States. In turn, the \$1.1 billion, less the cost of the offering, will be used to pay the Rockefeller Group partnerships that own Rockefeller Center.

A real estate investment trust, which resembles a mutual fund, distributes substantially all of its income in the form of dividends. By doing so, it is not liable for federal taxes, thereby enabling it to pay a higher dividend to investors, who do, however, have to pay federal taxes on the income.

The formation of the new company and public offering represents a major step in restructuring the Rockefeller fortune. Part of the money is to be used to pay back \$400 million in short-term debt that was borrowed to buy the land beneath the center earlier this year from Columbia University.

COMPANY NOTES

Allied Corp. and the U.S. government said they have reached an agreement, in principle, to settle an antitrust suit that the Justice Department had intended to file challenging Allied's proposed merger with Signal Cos. Allied agreed to sell its turbine starter business to resolve antitrust concerns.

British Telecommunications PLC has told the government it will not buy shares in Mtel Corp. and six, to nine years of the 10-year contracts are left to run.

Norfolk Shell A/S, a subsidiary of Royal Dutch/Shell Group, has found oil that the Norwegian Petroleum Directorate has said had "among the best independent results carried out on the Norwegian Continental Shelf." The directorate said that the find, in the Draugen field off central Norway, tested light oil at 15,700 barrels per day.

Wheelock Marden & Co. said it has made provisions for losses of up to \$55 million Hong Kong dollars (\$7.1 million) for its half-share in Wheelock Maritime International Ltd. and decided not to provide further assistance to Wheelock Maritime, which reported a net loss of \$10.19 million in the six months ended June 30, 1984. Full results for 1984 have not been disclosed.

Donnell Douglas said it is making offers for medium-range, long-range and freighter MD-11s.

Nippon Yusen KK said Tuesday that it will buy three VLCC tankers from Texaco Inc. for about 10 billion yen (about \$42.1 million). A Nippon Yusen spokesman said that the tankers are under charter to Mitsubishi Oil Co. and six, to nine years of the 10-year contracts are left to run.

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Slower Growth Seen for U.K.

Reuters
LONDON — The Confederation of British Industry said Tuesday that its latest quarterly survey of manufacturing companies suggests that economic growth in Britain may be moderating.

"Business is now revising its forecast of growth downwards, faced with continued high interest rates and the consequent appreciation of the pound," said David Wigglesworth, chairman of the CBI's economic situation committee.

"Prospects for the next few months are less buoyant than shown in our last few surveys," Mr. Wigglesworth said. "The proportion of companies expecting output to rise is down compared with the last two surveys, as is the expected rise in new orders. Much of the worsening of prospects can be attributed to overseas sales."

CURRENCY MARKETS

Dollar Ends Lower in New York Trading

Compiled by Our Staff From Dispatches
NEW YORK — The dollar ended sharply lower in New York Tuesday in trading marked by position-squaring ahead of a major U.S. Treasury refinancing Wednesday and the release of the index of leading indicators for June.

Earlier, the currency closed on a firmer note in European trading. Dealers noted that the dollar changed course several times throughout the U.S. session, swinging between 2.8070 and 2.8360 before closing at 2.8140, down sharply from Monday's close of 2.8430. Trading was busy and erratic.

Dealers said the catalyst for the morning selling was a widening in the U.S. trade deficit in June to \$13.42 billion from \$12.67 billion in May followed by a surprising dip in new U.S. home sales and a

downward revision to the May sales rise.

Dealers said the dollar was also depressed by a deadlock in Washington on ways to reduce the federal budget deficit.

The drop in the dollar gathered pace as the International Monetary Market stepped up foreign-currency purchases, while the lows of the day were plumbed in response to news that Peru had closed the nation's banks for two days, they said.

Against the British pound, the dollar slipped to \$1.4230 from \$1.4225. Other late New York rates, compared with Monday, included: 8.5700 French francs, down from 8.6375; 2.2980 Swiss francs, down from 2.3100; 1.891.00 Italian lire, down from 1,905.00, and 57.05 Belgian francs, down from 57.22.

The dollar fell to 237.20 Japanese yen from 237.80 on Monday. In earlier trading in Europe, the dollar ended firmer after swinging widely in thin trading exaggerated by several large buy and sell orders.

In Frankfurt, the U.S. currency slipped to below 2.8300 Deutsche marks before recovering to 2.8353 DM at the afternoon fix, up from 2.8304 on Friday. (Reuters, IHT)

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THE EUROMARKETS

Eurobond Market Quiet in Advance of U.S. Refinancing

Readers
LONDON — The Eurobond market ended little changed Tuesday from opening levels, although the Japanese convertible sector finished sharply lower, dealers said.

The dollar and floating-rate note sectors were nervously awaiting Wednesday's U.S. Treasury quarterly refinancing announcement.

dealers said. Most operators expect the size of the refinancing to total about \$22 billion, but some traders forecast it would be as much as \$23 billion.

"Nobody wants to open up any positions ahead of the announcement," one trader said.

The dealers noted that Japanese convertibles dropped sharply after

a plunge in share prices in Tokyo overnight.

In Frankfurt, meanwhile, a Bundesbank official said that banks plan eight Deutsche-mark Eurobond issues in August, for a total volume of 1.505 billion DM.

Seven straight-bond issues are planned, totaling 1 billion DM, and one floating-rate-note issue is planned, totaling 500 million DM.

Among other developments Tuesday in the Euromarkets:

Kobe Steel Ltd. issued \$50 million of 10 1/2-percent, five-year Eurobonds, the lead manager, Chase Manhattan Ltd., said.

The noncallable bonds are priced at par and are guaranteed by Dai-ichi Kangyo Bank Ltd.

Fees total 1 1/2 percent, with a 1/4-percent selling concession and combined management and underwriting fees of 1/2 percent, including a 1/4-percent bonus. The bonds are available in denominations of \$5,000 and will be listed in Luxembourg. The pay date is Sept. 9.

Nomura International Ltd. is co-lead manager.

Grand Metropolitan PLC's multiple facility has been increased to \$300 million from \$200 million, while a committed backstop revolving credit was raised to \$150 million, from \$100 million, Citicorp Investment Bank Ltd. said as one of the lead managers.

The increase was possible because of the strong response from the banks, Citicorp said, noting that 17 banks had joined the facility.

Earnings

Revenue and profits, in millions, are in local currencies unless otherwise indicated.

Britain

North Westminister
1st Half Profit: 1985 1984
2nd Half Profit: 1985 1984
Revenue: 1985 1984
Net Income: 1985 1984
Per Share: 1985 1984

Canada

Southern
2nd Quarter Revenue: 1985 1984
2nd Quarter Profit: 1985 1984
Revenue: 1985 1984
Net Income: 1985 1984
Per Share: 1985 1984

Japan

Full Bank
Year Revenue: 1984 1983
Year Profit: 1984 1983
Per Share: 1984 1983

Mediterranean

Year Revenue: 1984 1983
Year Profit: 1984 1983
Per Share: 1984 1983

Nippon Steel

Year Revenue: 1984 1983
Year Profit: 1984 1983
Per Share: 1984 1983

Nippon Yusen

Year Revenue: 1984 1983
Year Profit: 1984 1983
Per Share: 1984 1983

Sumitomo Metal

Year Revenue: 1984 1983
Year Profit: 1984 1983
Per Share: 1984 1983

Switzerland

Swissair
1st Half Profit: 1985 1984
2nd Half Profit: 1985 1984
Revenue: 1985 1984
Net Income: 1985 1984
Per Share: 1985 1984

United States

Asarco
2nd Quarter Revenue: 1985 1984
2nd Quarter Profit: 1985 1984
Revenue: 1985 1984
Net Income: 1985 1984
Per Share: 1985 1984

Borden

2nd Quarter Revenue: 1985 1984
2nd Quarter Profit: 1985 1984
Revenue: 1985 1984
Net Income: 1985 1984
Per Share: 1985 1984

Unocal

2nd Quarter Revenue: 1985 1984
2nd Quarter Profit: 1985 1984
Revenue: 1985 1984
Net Income: 1985 1984
Per Share: 1985 1984

U.S. Steel

2nd Quarter Revenue: 1985 1984
2nd Quarter Profit: 1985 1984
Revenue: 1985 1984
Net Income: 1985 1984
Per Share: 1985 1984

Warner-Lambert

2nd Quarter Revenue: 1985 1984
2nd Quarter Profit: 1985 1984
Revenue: 1985 1984
Net Income: 1985 1984
Per Share: 1985 1984

Xerox

2nd Quarter Revenue: 1985 1984
2nd Quarter Profit: 1985 1984
Revenue: 1985 1984
Net Income: 1985 1984
Per Share: 1985 1984

Daily Source for International Investors

Price: \$1.00 per share in U.S. and \$1.25 in Europe

Eliminating The Losers

(Continued from Page 9)
Centre d'Enseignement et de Recherche pour Cadres d'Entreprise at Jouy-en-Josas, near Paris.

Most experts in negotiation training rely on role-playing to teach negotiating skills. They simulate a situation, either a contract negotiation or a pay-increase negotiation, and the individual manager has to figure out how to negotiate to get the most out of the situation.

Since April, a computerized simulated negotiation is now available in the United States for \$495 — the Art of Negotiating computer program, written by Roy Nierenberg, president of Experience in Software Inc. of Berkeley, California. The program is based on the model developed by his father, Gerald, and can be used on an IBM personal computer and an Apple III.

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Economic Slowdown Seen for Japan

TOKYO—The Japanese economy is heading toward a significant slowdown with exports rapidly losing momentum and domestic demand expected to decline, the Mitsubishi Research Institute Inc. said Tuesday.

The institute said that Japan's gross national product should rise 3.6 percent in the fiscal year ending March 31, 1986, and 2.1 percent in the next fiscal year. GNP, which measures the total value of a nation's goods and services, including income from foreign investments, rose 5.7 percent during the year ending March 31, 1985.

"A major problem for the Japanese economy is that exports, which had been the dominant growth element, are rapidly losing their momentum," the report said. Despite a rise in automobile exports to the United States since

April, there is increasing evidence that other Japanese exports are declining, Mitsubishi Research said.

Domestic demand is not replacing foreign demand at sufficient levels to sustain expansion, the report said, and the growth rate is expected to drop to 3.1 percent in fiscal 1986 and to 2.4 percent in 1987 from 4.1 percent in the last fiscal year.

The corporate investment growth rate is expected to fall to 4.8 percent in the current fiscal year from 10.3 percent in 1985.

The institute said that personal consumption in the current year is expected to grow 2.9 percent, better than the 1985 gain of 2.6 percent. It also said that the consumer price index should rise 2.3 percent in 1986 and 1.9 percent the following year after a 2.2-percent increase in fiscal 1985.

It said Japan's current account balance should rise to \$49.01 billion in fiscal 1986 and \$38.92 billion the following year from \$37.23 billion in the last fiscal year.

The trade surplus is estimated at \$37.07 billion in 1986 and \$68.81 billion next year against \$45.62 billion in 1985.

Jobless Rate Rises

Unemployment in Japan was a seasonally adjusted 2.6 percent in June, an increase from 2.5 percent in May, but a decrease from 2.8 percent in June 1984, the government's Management and Coordination Agency said Tuesday.

Meanwhile, the Construction Ministry reported that housing starts rose six percent to 112,363 in June from 106,009 a year earlier after a 3.3-percent year-to-year increase in May, Reuters reported from Tokyo.

U.S. Megabuilders Are Scaling Down

(Continued from Page 9)

completed last year in the United States increased by 16 percent, to \$13.3 billion, over 1983.

The long term also holds promise. The potential for the future, analysts say, lies in so-called infrastructure projects: the bridges, dams, highways, telecommunications systems, mass transit systems, water treatment projects and hazardous waste plants that the United States will require before the end of the century.

But for now, this market is only inching along. State and local government spending on public works

projects is not expected to increase by more than 1.5 percent annually.

"We're not going to see a massive upswing in public works spending in the next five years," said Patrick H. MacAuley, a Commerce Department economist. "There is just too much budget pressure."

To take advantage of what infrastructure market there is, says Karen Uebelhart of Oppenheimer & Co., the big companies must decentralize, opening regional offices rather than handling all bidding and design work from headquar-

ters. "For the infrastructure, where there is a bias toward small projects, it is an advantage to have a local presence," she said.

It certainly has helped URS Corp., a medium-sized construction company based in San Mateo, California, but with 40 sales and engineering offices — and numerous on-going projects — across the United States. URS sales rose 60 percent in the first half of its 1985 fiscal year, to \$44.5 million. Profits rose 13 percent, to \$1.8 million. And the company has a \$70-million backlog of projects.

"The essential service market is durable, but it is primarily local," said Mark A. Mine, vice president for business development.

According to Mr. Mine, the big companies are not yet bidding against URS on these projects. But, says Eric R. Zausner, a senior vice president of consultant Booz, Allen & Hamilton Inc., it is only a matter of time before URS and other small companies begin to feel the heat from the construction behemoths.

Indeed, the giants are getting into fighting trim for the impending bidding wars. With 70 percent of contracts going to nonunion operations, many are investing more in their non-union divisions.

Britoil Shares Priced by U.K.

(Continued from Page 9)

initially. The remaining 85 pence is due Nov. 1.

Eighty percent of the shares are being offered in Britain. A group of banks led by Swiss Bank Corp. International Ltd. is offering 10 percent in continental Europe, and Wood Gundy Inc. of Canada is offering the same amount in that country.

Lazard Brothers & Co., the British merchant bank advising the government on the sale, said offi-

cialists decided against offering a portion of shares in the United States because of the cost and complexity of complying with U.S. securities laws. British officials said they hope eventually to arrange for U.S. trading of the shares in the form of American Depositary Receipts.

Applications for the British portion of the offer are due by 10 A.M. on Aug. 8.

The government is retaining a single so-called "golden share" in Britoil, which allows it to block any

Development Strategies: When Neighbors Take Different Paths

Ghana and the Ivory Coast

Ghana neglected agriculture and is one of only 10 nations whose G.N.P. per capita declined over the last 25 years. In that time, the Ivory Coast replaced Ghana as the world's leading cocoa producer and its standard of living has risen sharply.

Ghana
Population 12.8 million
G.N.P. per capita \$310
Growth 1965-83 -2.1%

Ivory Coast
Population 9.5 million
G.N.P. per capita \$710
Growth 1965-83 +1.0%

Kenya and Tanzania

Despite one of the fastest growing populations in the world, Kenya's attention to agriculture helped its G.N.P. per capita to grow by 2.3 percent a year over the last two decades. In Tanzania, where agriculture was neglected, average annual growth was less than 1 percent.

Kenya
Population 18.9 million
G.N.P. per capita \$340
Growth 1965-83 +2.3%

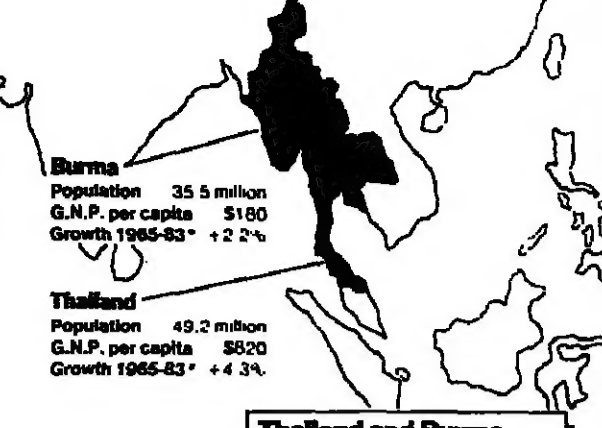
Tanzania
Population 20.8 million
G.N.P. per capita \$240
Growth 1965-83 +0.9%

Zambia
Population 6.3 million
G.N.P. per capita \$580
Growth 1965-83 -1.3%

Malawi
Population 6.6 million
G.N.P. per capita \$210
Growth 1965-83 +2.2%

Thailand and Burma

Thailand
Population 49.2 million
G.N.P. per capita \$520
Growth 1965-83 +4.3%



Thailand and Burma

After World War II, Thailand and Burma were equally impoverished, and many thought Burma would do better. It was Thailand that flourished, however, in part by stimulating and diversifying its agriculture. Burma stagnated partly because of substantial government involvement in the economy.

Average annual growth rate in gross national product per capita.

Source: The World Bank's World Development Report 1985

As Industries Rust, Developing Nations Revive Faith in Farms

(Continued from Page 1)

can farmers, who already are competing in world markets with Indian peasants from the fertile Punjab. Indeed, more production would depress food commodity prices further, at a time when they already are extremely low.

The roots of the failure of heavy industrialization are varied and complex. Local workers often lacked the training to run sophisticated factories and machines. Countries ran out of cash to pay for spare parts and other imports needed for production. Industries and urban workers were coddled with subsidized food and jacked-up exchange rates intended to keep imports cheap.

But low food prices discouraged farmers from producing and countries found themselves allocating scarce foreign exchange to import the most basic of goods: food. As a result, many economies stagnated or grew very slowly. The cycle of poverty continued.

As if these internal forces were

not bad enough, poor countries were then battered by forces that in many cases, were well beyond their control. The global recession of the early 1980s, Africa's food crisis, the debt crisis in many developing countries, the tumble in commodity prices — all pushed many poor countries to adopt more austere policies, in which agriculture was given greater emphasis.

Of course, the change in strategy did not come overnight. Mr. Schultz noted that some countries, such as India, began to put more emphasis on agriculture as early as the 1960s. And even now, some countries are stressing farming in their rhetoric, but not so much in their policies.

Moreover, some countries are rediscovering agriculture without abandoning industry. Industrialization, after all, has enjoyed some successes in such countries as Taiwan, South Korea and Brazil, although one reason for such success may be that these countries did not abandon agriculture in their drive

to industrialize. Even some partly industrialized countries are expected in the future to tilt the balance more toward agriculture.

"In Venezuela we made a big effort in industry in the 1960s and 70s," said Manuel Azpurua, the country's finance minister. "Now the government is continuing that effort, but also putting emphasis on the agricultural sector."

The changes in the development strategy go deeper than mere tinkering with policy. They also reflect a shift in the field of economics, a retreat from the heady aspirations and certainties of previous decades. The entire field of development economics, which insists that conventional free-market economic policies are inappropriate in poor countries and emphasizes state involvement in the economy, is on the defensive.

"The realization has come to many countries that they aren't feeding their people," said M. Peter McPherson, administrator of the Agency for International Develop-

ment. "In the last few years, people have begun to face the severity of the problem."

Data are sparse and often anecdotal, but the changes are visible all over the world. Togo is trying to sell or lease its factories to foreign investors. The Philippines has begun new agribusiness and aquaculture projects. Algeria's new five-year plan calls for more investment in irrigation.

And Tanzania, where dozens of factories are hobbled by a lack of spare parts, has returned some unproductive sisal hemp plantations to private hands.

"We made a big mistake to nationalize these sisal estates, and then boast that our people would manage them better than their former owners," President Julius K. Nyerere of Tanzania was reported as having said in May at a public meeting. "If I called the British today to look at their former sisal estates, I am sure they would laugh at us because we ruined their estates."

What was wrong with the old strategy of industrial development with its exhilarating aims of exporting change and equalizing the relationship between the First and Third Worlds? Why the tarash on this strategy, frequently advocated by both Washington and Moscow, and adopted by developing countries from Chile to Romania?

"One of the great mistakes made in the years following World War II, when there was a great enthusiasm for development," was for countries to assume that they jump from a rural society directly to urban industry, said Mr. Galtbrat, the Harvard University professor who cultivated an interest in development while he was ambassador to India in the early 1960s. "If you didn't have a steel mill or a machine tool plant, you really weren't there."

One problem was that manufacturing often depended on imported materials. A toothpaste factory, for example, might require imported chemicals and metal for the tubes.

Tuesday's OTC Prices

NASDAQ prices as of 3 p.m. New York time. Via The Associated Press.

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SPORTS



Bailing Out

Jon Barrett, from East Peoria, Illinois, was thrown from his boat, left, as it crashed at more than 130 miles (209 kilometers) per hour during a heat of the American Drag Boat Association races Sunday at High

Point, North Carolina. Barrett then tumbled across the lake's surface, right, dragging an emergency parachute, as his boat disintegrated behind him. He was taken to a hospital, but was not seriously injured.

Talks: Now to the Hard Parts

All Minor Issues Settled, but Strike Deadline Is Looming

NEW YORK — With one week remaining before a strike deadline, major league baseball players and owners finally have cleared up all but the most difficult issues and are ready to tackle the real problems that separate them.

On Monday, the two sides re-

solved such mainly non-economic matters as waiver procedure and spring training operations.

"We will try over the next 12 to 18 hours to get them down on pa-

per and beginning tomorrow afternoon, we'll go back to the remaining issues," said Don Fehr, acting executive director of the Major

League Players Association, which has set a strike deadline of Aug. 6.

But still to be settled, starting with Tuesday's meeting, are agreement on splitting up a \$1.1 billion network television package, a com-

promise on salary arbitration and an understanding on the free-agent system.

"Seven or eight days is enough time," Fehr said. "It's not a lot, but it's enough. What's happened, I think, is that, given the fact we do have a strike deadline, the parties are, in a workmanlike fashion, trying to reach an agreement on all these issues."

"I'm still optimistic," said Lee MacPhail, president of the owners' Player Relations Committee. "We're ready to roll up our sleeves and go to work."

"But I won't say there aren't major hurdles. We're not halfway down the homestretch, we're still on the far turn."

There had been little progress of any kind since the two sides began meeting last Nov. 14. And while MacPhail and Fehr were pleased with Monday's two-hour meeting, they cautioned that the remaining items were the ones that would be the most difficult.

"If there was going to be a strike, it would come over the major issues," Fehr said. "I think everybody understands that there wasn't ever going to be a strike over these (minor) issues."

Said MacPhail, "Granted, it's easier to deal with these things than the things ahead of us."

And, on these major issues, there has been no headway made.

The players steadfastly demand their traditional one-third share of network television revenue for their pension fund. With the recent \$1.1 billion deal, the one-third share would leap from \$15.5 million per year to \$60 million. The owners say they will compromise, but adamantly say one-third is too much.

The owners, on the other hand, want to restructure the salary arbitration procedure. They want to increase the amount of required service from two years to three years before a player can file for arbitration, and want to limit an arbitrator's award to amount no larger than twice the player's current salary. The players want to leave salary arbitration the way it is.

'Tub of Goo' Gets His Fat Chance on TV

The Associated Press

NEW YORK — Terry Forster, the Atlanta Braves' "Fat Tub of Goo," got his opportunity Monday to face off with the man who gave him that nickname, television talk show host David Letterman.

During a recent monologue at the start of NBC's "Late Night with David Letterman," the comedian said he had seen Forster, a round left-hander, in action, and made several cracks about the pitcher's expanded waistline.

"My first reaction," said Forster, "was that this guy dogged me. I'm going after him and I'm going to sue him. And then after I took a shower and looked at myself in the mirror, I said, no, the guy's right. How can I sue him?"

"You know, I haven't always been this big. I just snacked up on me."

Letterman said he had second thoughts about his comments.

"It just started out as kind of a joke," Letterman said. "Then I'm driving home and I thought to myself: now wait a minute, I just went on network TV — or at least NBC — and I called a man a fat tub of goo. And regardless of how funny or not funny a person might think that is, if you start thinking about it, that's not a real flattering thing to say."

Letterman brought out two baseball cards, the first from Forster's 1971 season with the Chicago White Sox, the other his current card. Both cards, Letterman noted, showed Forster's weight as 210 pounds (95.2 kilograms).

"It's amazing what a little money will do for you," Forster said.

"I weigh probably between your weight and Jumbo the Elephant.... I'm probably closer to the elephant's weight right now. I know there's a couple on our team who are close. I can't mention any names. They told me if I did they'd never ever catch a ground ball for me again."

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Blue Jays Add 9th, May Total a Division

Compiled by Our Staff From Dispatches

BALTIMORE — While the Toronto Blue Jays may not be ready to celebrate, the possibility exists that they clinched a tie for the American League East Division championship Monday night when they beat the Orioles, 4-3, in 10 innings to increase their winning streak to a club-record nine.

If this were late September, the magic number would be one, meaning any victory by the Blue Jays or defeat by the New York Yankees would give Toronto its first title in the nine years of the team. But, with a baseball strike that could end the season Aug. 6, these could be the final days of the race.

The Blue Jays, baseball's hottest team, and now 10-1 in extra-inning games, won on Damaso Garcia's home run in the 10th. They also got homers from Willie Upshaw and Ernie Whitt.

The Yankees, the only AL East team with a chance to tie the Toronto before Aug. 6, beat Cleveland to remain seven games behind.

The other magic numbers to the strike date are two for Los Angeles in the National League West, five for California in the AL West and four for St. Louis in the NL East.

"He hung that pitch," Garcia said of loser Mike Boddicker, 10-11 and a loser in 10 of his last 14 decisions. "It was supposed to be a slider. I saw it, and I hit it."

Upshaw's two-run homer and Whitt's had given the Blue Jays a 3-0 lead in the second inning. The Orioles countered with homers by Fred Lynn and Floyd Rayford.

Yankees 8, Indians 3: In Cleveland, shortstop Julio Franco booted Dave Winfield's seventh-inning, two-out grounder to allow Mike Pagliaro to score the tie-breaking run for New York, and Dan Pasqua followed with a two-run single. Winfield homered in the ninth as the Yankees scored three times.

Brewers 3, Rangers 2: Ted Simmons' tie-breaking single in the eighth in Milwaukee made a winner of rookie Ted Higuera, who pitched a 12-strikeout five-hitter against Texas.

Royals 4, Tigers 2: Hal McRae hit a two-out, two-run single in the third inning in Detroit and Steve Balboni hit a two-run homer as Kansas City won its eighth straight, closing on idle California.

Marmers 8, Twins 6: Gorman Thomas hit two homers and Dave Henderson ended a 5-3 tie with a three-run homer in the seventh that beat Minnesota in Seattle. Thomas has hit 8 of his 22 homers since the All-Star break.

Mets 3, Expos 2: In the National League, Rick Aguilera allowed three hits over 7 1/3 innings and

BASEBALL ROUNDUP

Keith Hernandez doubled to help beat Montreal in New York.

Dodgers 10, Giants 5: Martin Duncan hit a bases-loaded triple during a seven-run sixth that beat San Francisco in Los Angeles and gave Bob Welch his sixth consecutive triumph.

Martin Back in Hospital

The New York Yankees' manager, Billy Martin, returned to an Arlington, Texas, hospital Monday night to have his punctured right lung treated. The Associated Press reported.

Martin was being treated for back spasms Sunday when a needle used to administer an injection punctured his lung.

"We're listing Martin in good condition right now, but he may be hospitalized until the weekend for observation and rest," said an Arlington Memorial Hospital spokesman, Carlene Ness. "He needs to be kept quiet. It might not be until Friday before he is released, in order to give the puncture wound time to heal."

"He cannot fly," said Ness. "That could be dangerous. He needs lots of rest and quiet."

Joe Safety, the Yankees' media director, said in a statement issued in New York that Martin was examined Monday by a respiratory specialist, who said the lung was "25 percent collapsed" as the result of the puncture.

The injection was given by BJ Mycoskie, the Rangers' team doctor who is a close friend of Martin's and his personal physician when he is in Arlington.

Sutcliffe May Be Fined

Rick Sutcliffe has been placed on the disabled list for the third time this season and the Chicago Cubs' star right-handed pitcher may be out for the season. The Associated Press reported from Chicago.

The team's president and general manager, Dallas Green, said Monday that Sutcliffe had been placed on the 15-day disabled list. Last year's NL Cy Young Award winner initially incurred a partial tear of his left hamstring on May 19 in Atlanta, then strained an adductor muscle in his left leg and incurred a sore shoulder, which forced a second stop on the disabled list.

"It's unfair to continually ask Sutcliffe to come back and try. Sometimes he's got more heart than sense," Green said. "We know that the leg is not going to heal properly until the end of the year, until he gets a winter's rest."

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Lessons From the Past for Soccer's Future

LONDON — As with life, soccer is a journey between innocence and infirmity. Professional sport accretes the process and sometimes turns it on its head.

This week began with a nostalgic rerun of the 1966 World Cup final between England and West Germany. Then, on Wednesday, the Federation of International Football Association's (FIFA) new under-16 world tournament was to begin in China.

Before the schoolboys of 16 nations kick a ball in Beijing, Shanghai, Dalian and Tianjin, I'm prepared to bet that few of them exhibit the unrestrained joy, the spirit of the game for the game's sake, of the old crooks of '66.

Kids being kids today, not only will they feel that they are under pressure to get results, but they must sense that their talents are being used for politics, profit and the projection of commercial interests — Eastman Kodak, the tournament's sponsor, is a new partner in FIFA's money go-round.

When you have been around a bit, as a boy chosen at the international schools level has, and as any World Cup finalist has, you know that no game is without ulterior motive.

The rematch of 1966 was arranged to raise funds for the victims of the 56 spectators killed in the Bradford stadium fire May 11. The entire English team and nine Germans, plus their retired trainer, Helmut Schoen, agreed to the rematch within hours of being asked.

"Bradford was a tragedy beyond words," said Franz Beckenbauer. "It is up to everyone in football to help."

So it was. Katharine Hepburn, the actress, complained recently about the humiliation of "selling one's deteriorating self," yet wider-

ing waistbands and receding hairlines did not rule out glimpses of former greatness on Sunday.

Rain played relentlessly across the stadium field at Leeds. The ball was slippery. More modern professionals almost assuredly would have been excusing their lack of craft in such conditions.

But not Uwe Seeler and not Geoff Hurst, not the still elegant Bobby Moore or Franz Beckenbauer, not the extravagantly gifted Wolfgang Overath or Bobby Charlton.

For Seeler, a stocky and indefatigable captain at best, the thrill of striking at goal was unabated. He scored twice, once with an astonishing scissor kick as West Germany took 15 minutes to reverse England's original victory score of 4-2.

Then, the pace ebbing, the English overhauled their old foes to win, 6-4. An automobile insurance executive repeated a feat unique to himself.

Nineteen years ago, almost to the day, Hurst, then a novice international, became the only player to score three times in the World Cup final. At Leeds, the years rolled off him, the cheeks blew out in familiar

fashion and another hat-trick won the day.

Old man Moore took the replica cup, kissed it and handed it to the mayor to promote excellence in Bradford. Englishmen and Germans, drawn together in tragedy, shared their lap of honor. And the crowd applauded them all.

"They came to support heroes," said Alan Ball. "Beckenbauer got an unbelievable reception. Fathers brought kids to show us to them."

Bygone talents of bygone days with bygone values. Even Ball, the nearest, among soccer's yesterday men, to the spoiled winner tendency now often seen in tennis, was the perfect sportsman. And the crowd of 19,496, swelling the Bradford disaster fund by more than \$50,000 (\$71,000), was equally a model of good behavior.

There was no trace of the violence that a police chief in another English city described this week as "posing just as great a threat to society as organized crime."

But past is past, as some of the men charitably reminding us of it on Sunday have found in their harrowing failures in soccer management. If the game is to survive it is up to this generation and the next, which brings us back to China.

There, following the riot that

Lemaire Quits as Canadiens Coach

MONTREAL (AP) — Jacques Lemaire has resigned as coach of the Montreal Canadiens and was replaced by his assistant, Jean Perron, the National Hockey League club announced Monday.

Serge Savard, managing director of the Canadiens, said Lemaire would stay with the team as director of hockey personnel. Lemaire, 39, had succeeded Bob Barry as coach of the Canadiens on Feb. 24, 1984.

"In life you have to do something you like and feel good and enjoy," said Lemaire. "When I went home to relax, whether we won or lost, I couldn't relax. I kept thinking about what I should do to win the next game. I'm not saying it's too much pressure — it's just a thing I don't want to do."

Lemaire, a former player, had coached the Canadiens for 11 seasons, winning the Stanley Cup in 1976 and 1977.

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Major League Baseball Leaders

NATIONAL LEAGUE	W	L	Pct.
McGee St.	90	42	.119
Governor LA	90	56	.104
Yankees SD	85	54	.112
Porter Cin	85	57	.112
Cleaver SD	85	58	.112
San Diego	85	58	.112
San Francisco	85	58	.112
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AMERICAN LEAGUE	W	L	Pct.
Ryan SD	90	42	.119
Yankees SD	85	54	.112
Porter Cin	85	57	.112
Cleaver SD	85	58	.112
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